TRADE AND INDUSTRY

30 November 1972 Volume 9 No 9 10p

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Aspects of Australian markets—New South Wales

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Mr. Peter Walker, Secretary of State for Trade and Industry.

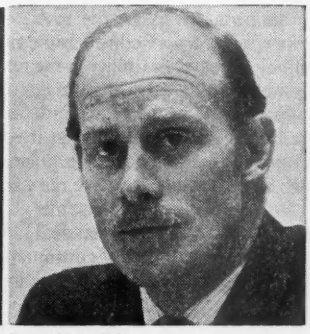
Ministerial responsibilities at the DTI

Following the Ministerial changes on November 5, the new top-level organisation of the Department of Trade and Industry is as follows:

Secretary of State for Trade and Industry: The Rt. Hon. Peter Walker, MP

Central industrial policy and total strategy.

Sir Geoffrey Howe



Lord Limerick

Minister for Trade and Consumer Affairs: The Rt. Hon. Sir Geoffrey Howe, QC, MP

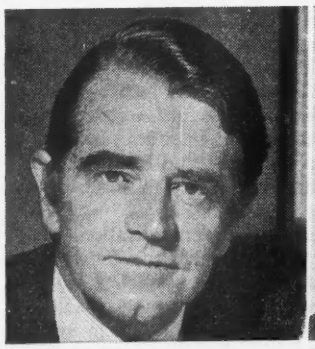
Prices policy; Consumer affairs (including standards, weights and measures); commercial policy in the UK (competition policy, insurance, companies and the Patent Office); overseas trade; EEC; export promotion; ECGD; tariff.

Assisted by the Parliamentary Under-Secretary of State for Trade: The Earl of Limerick, and the Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Peter Emery, MP

Minister for Industrial Development: The Rt. Hon. Christopher Chataway, MP

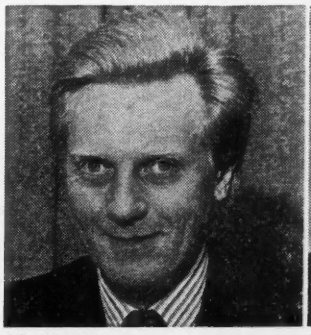
Industrial development; private industries, manufacturing and service (including tourism); regional industrial and commercial development, including regional development grants.

Assisted by the Parliamentary Under-Secretary of State for Industrial Development: Anthony Grant, MP with special responsibility for small firms



Mr. Chataway

Mr. Grant



Mr. Heseltine

Mr. Onslow

Minister for Aerospace and Shipping: Michael Heseltine, MP

Aerospace (including Space policy); aviation; R and D; shipping and marine matters.

Assisted by the Parliamentary Under-Secretary of State for Aerospace and Shipping: Cranley Onslow, MP

Minister for Industry: Tom Boardman, MP

Energy policy; coal, electricity, gas, iron and steel, oil, atomic energy.

Assisted by Mr. Emery

(continued on next page)

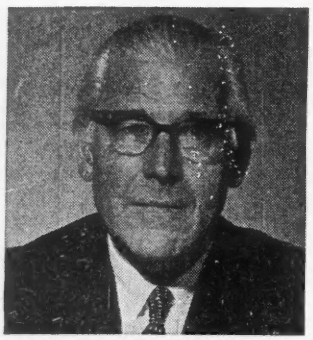
Mr. Boardman

Mr. Emery

MINISTERIAL RESPONSIBILITIES
continued

Minister without Portfolio: The Rt. Hon. Lord Drumalbyn, PC

The Minister without Portfolio is the Department's spokesman in the House of Lords on all matters except those for which Lord Limerick is responsible.



Lord Drumalbyn

Notes

Sir Geoffrey Howe has taken over from Mr. Heseltine responsibility for standards, weights and measures as this subject is so closely linked with his overall responsibility for consumer affairs.

Mr. Peter Emery will help Sir Geoffrey Howe with prices policy, consumer policy (including standards, weights and measures) and with legislation in the House of Commons. Lord Limerick will help Sir Geoffrey Howe on his other responsibilities and, together with Lord Drumalbyn, will deal with the Department's legislation in the House of Lords.

Consumer responsibility in other Departments

THE Prime Minister has agreed that the following Ministers should be assigned particular responsibility for consumer aspects of the work of their Departments. They will work together with Sir Geoffrey Howe, Minister of Trade and Consumer Affairs at the Department of Trade and Industry, in the development and co-ordination of the Government's policies in relation to the consumer. The Ministers are as follows:

Mr. David Lane, MP	Parliamentary Under-Secretary of State, Home Office.
Mr. Michael Alison, MP	Parliamentary Under-Secretary of State, Department of Health and Social Security.
Mr. Eldon Griffiths, MP	Parliamentary Under-Secretary of State, Department of the Environment.
Mrs. Peggy Fenner, MP	Parliamentary Secretary, Ministry of Agriculture.

In addition Sir Geoffrey will work closely with other Ministers concerned with consumer affairs, including the Secretaries of State for Scotland, Wales and Northern Ireland.

Co-ordinating consumer matters

—Sir Geoffrey Howe

'THE name of my job as redefined Minister of Trade and Consumer Affairs does accurately describe the role that I have got to play,' Sir Geoffrey Howe told a press conference on November 27. 'The consumer-affairs element in it is, of course, the novel element, but the link between responsibility for trade and for consumer affairs is in fact a sensible and useful one. What is effective in the trade field should also be effective and valuable from the point of view of the consumer.

'Obviously, because consumer affairs is the new dimension in the job, I have been giving my first attention at this stage to it, and in particular to my responsibility for co-ordinating the responses of Government on consumer matters generally. As you know, other Departments with special expertise have for a long time assumed responsibility for consumer affairs.

'One of the things that we have been looking at in the early stage is the right kind of structure for the co-ordination of Government activities on this, and one of the consequences of this is that in the principal departments with immediate contact with consumer affairs a Minister has now been nominated to work with me in this co-ordinating job and in the actual execution of decisions affecting consumers.

'The general point I would like to make on the Government's response to consumer anxieties is that it's certainly not a field in which all wrongs are going to be righted overnight. Things which we haven't thought of causing anxiety this year will turn out as we become more sophisticated over the next year or two to be causing growing concern. New problems will arise which will need new solutions to be evolved for them. Problems in this field, incidentally, are easier to identify than solutions. It's quite often plain that something is not producing the kind of standards which we would all like, but not anything like as plain to decide how one can tackle the problem and produce a remedy that is likely to work.

'Another element which seems to offer opportunities for co-ordinating the consumer's voice is in the European context. As we move into the larger markets of Europe there are obviously going to be opportunities for drawing together the complaints and anxieties of consumers outside this country and of seeing that they have got the best representation they can in Europe. I shall certainly hope to be making contact with the Commission on that point in relation to their own responsibility for consumer affairs.

'Legislation affecting consumer interests, under the general description of "fair trading", is in prospect during this session of Parliament. It will be the result of study and work that has been going on for a very considerable time. One of the important features will be a greater flexibility in the remedies that can be made available. I emphasise that the great majority of people engaged in trade and industry, and in the retail trade in particular, do recognise that fair trading is good business. But it is with the minority who are often changing their particular techniques of which people complain that one wants to have effective remedies available.

'In the last resort consumers, as such, as people buying in the market, can still do a great deal to help themselves. Competition and the "bush telegraph" of consumers' communication with each other is very often still the best protection of the consumer.'

Minister promises new steps in competition policy

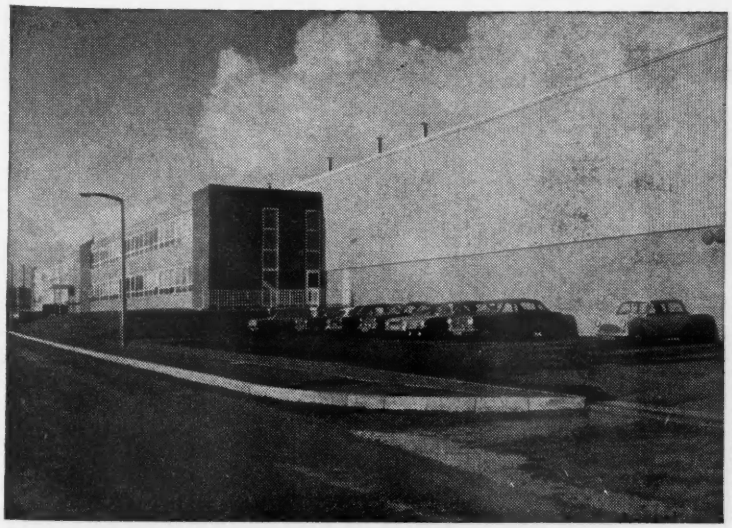
SIR Geoffrey Howe, Minister of Trade and Consumer Affairs, said on November 22 that the Government intended to take 'important steps to inject new vigour and continuity of effort into the administration of competition policy.'

He told the Institute of Economic Affairs in London: 'This does not rule out the possibility of changes in the institutional framework. We do, however, intend that the Monopolies Commission and the Restrictive Practices Court should continue to fulfil at least their present role.

'We have also been considering whether control of one-third or more of the relevant market, which is as you know the criterion of monopoly conditions under the existing legislation, is necessarily right. The one-third criterion was introduced without the benefit of the considerable research effort which has been expended since 1948 in attempts to investigate the impact on competitive pricing of the increasing concentration of economic power in some industries.

'This research points towards the conclusion that once market dominance exceeds a certain threshold range, which appears to correspond roughly to a situation in which the four largest suppliers account for 50 per cent of the relevant market, there is a much greater chance that anti-competitive behaviour will occur. It may be therefore that a somewhat lower figure than a one third share of a market might be appropriate in new legislation.

'There are other important changes under consideration. I hope there will be no doubt, even at this stage, that this Government attaches great importance to the contribution which a vigorous competition policy can make towards improving the overall performance of industry and commerce and protecting the interests of consumers generally.'



Mr. Christopher Chataway, Minister for Industrial Development, opens a £2-million factory built in just over a year in a former mining area. The factory of Flotex Ltd. at Codnor Gate Industrial Estate, Ripley, Derbyshire, is initially providing employment for 200. Flotex, a new type of flooring material in which fibres are chemically bonded to a flexible vinyl base, provides soft, hardwearing covering for large areas. Mr. Chataway is seen with Sir Herbert Bonar, (nearest the camera) chairman of Low & Bonar Group of which Flotex is a subsidiary, and Mr. Gerald Wightman, chairman of Flotex Ltd. Previously imported from France, the product will soon be available from the new factory to meet the demands of the home market and 32 export territories.

INVESTMENT GRANTS—ANNUAL REPORT

£491.5 million paid to industry in 1971/72

A TOTAL of £491.5 million was paid to British industry in investment grants during the financial year 1971/72. This figure was published on November 23 by the Department of Trade and Industry in the sixth annual report* on the administration of the investment grants scheme. In the previous financial year, 1970/71, the total was about £587 million. Of the total of £491.5 million in the year under review Scotland received £60.2 million, Wales £36.5 million and England £265.8 million. The balance of £129 million was in respect of computers, ships and hovercraft.

The investment grants scheme was introduced under the Industrial Development Act 1966. Its scope covered new plant and machinery in certain qualifying industries, computers, ships, hovercraft and mining works. The qualifying industries were in general, manufacturing and construction and civil engineering and in 1971/72 they received plant and machinery grant worth £340.6 million.

Grants towards the cost of computers totalled almost £29 million in the same period and over £14 million was paid on plant and machinery used for the extraction of minerals. A total of £7.8 million was paid on mining works, including £5.6 million grant on expenditure incurred in operations on the Continental Shelf, mainly for North Sea drilling.

The grants paid in 1971/72 were related to expenditure incurred between 1966-1971 inclusive. Between April 1, 1967 when payments were first made and March 31, 1972 a total of nearly £2,455 million has been paid in grants. In the development areas approved expenditure on plant and machinery including mining works and certain computers has been eligible for grants at the rate of 40 per cent whilst elsewhere the rate has been 20 per cent. The higher rates of 45 per cent and 25 per cent have continued for eligible expenditure incurred in 1967 and 1968.

The Department dealt with a total of 124,313 applications for grants in 1971/72.

Note

During the period covered by the report the Government has been continuing the run-down of the investment grants scheme. Under the Investment and Building Grants Act 1971, grants are not payable in respect of expenditure incurred after October 26, 1970 unless the Secretary of State for Trade and Industry is satisfied that such expenditure consists of a sum payable to another person under a contract made with him on or before that date. The 1971 Act also empowers the Secretary of State to specify by Order dates by which applications for investment grants must be made and to issue directions as to the form of such applications, the particulars they must contain and the documents which must accompany them. The Act precludes the payment of grant on applications not complying with any relative direction. The Investment Grants Termination (No. 1) Order 1971 was made on August 16, 1971 and specified the closing dates for applications for expenditure incurred in various periods up to September 30, 1969. The Investment Grants Termination (No. 2) Order 1972 was made on January 14, 1972 and specified closing dates for applications for expenditure incurred in various periods up to March 31, 1972.

* Investment grants—annual report by the Secretary of State for Trade and Industry—April 1, 1971-March 31, 1972. HMSO (Cmnd. 5153) (Price 8p).

New project for Abercarn promises 100 jobs

THE Department of Trade and Industry have announced that A. Schulman Inc. Ltd., of Portsmouth are to construct a new factory on a seven-acre site acquired from the Abercarn Urban District Council on the Croespenmean Industrial Estate in the Special Development Area.

Contracts were signed on October 19 for the erection of the 66,000 sq. ft. factory complex costing over £½ million. A. Schulman Inc. Ltd., part of a large international group with headquarters in Akron, Ohio, manufacture and wide range of specialist thermoplastic compounds and masterbatches at their existing Portsmouth factory which will continue to operate. The expansion at Croespenmaen is timed to meet increased demand for the company's compounds in the electronic, electrical and automotive industries and also to coincide with the UK entry into the EEC.

The new plant, on which construction has already started, will have three production lines and included in the development will be 6,000 sq. ft. of administrative offices and a 1,600 sq. ft. laboratory equipped with quality control and development facilities. Initially, employment will be provided for some 50 to 60 people, increasing over a period of three years or so to around 100, almost entirely male. The construction project is scheduled for completion by Mid-May 1973.

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Call your nearest Industrial Expansion Team today

The Industrial Expansion Teams at the D.T.I. can help your firm to grow. If you are planning to expand your business, you should get in touch with us now. We can provide you with full details about Britain's Areas for Expansion, and the Government's new package of incentives to encourage industrial growth in these areas. The more generous scale of assistance now available could be the chance of a lifetime for your firm.

Where are the areas? The Areas for Expansion have been extended. They cover the whole of Scotland, Wales, and Northern Ireland, Northern and North-West England, Yorkshire and Humberside, some parts of the Midlands and much of South-West England. And remember that now, whether your firm is planning to expand into, or to expand or modernise within these areas, your project could qualify for considerable benefits.

What are the new benefits? You could qualify for substantial grants towards the cost of new building and, depending on the Area, of new plant and machinery. These grants are broadly for manufacturing, mining and construction activities. They are not tied to the provision of additional employment.

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The Industrial Expansion Teams—and how they can help you.
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Birmingham, tel: 021-643 8191/8221
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Tel. Plymouth 21891 (STD code 0752) or Bristol 21071 (STD code 0272)
London & South East.
London, tel: 01-828 4355 ext. 50
Eastern Region.
London, tel: 01-828 6271 ext. 104 or 61
Northern Ireland.
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Please send me full details of the benefits available in the Areas for Expansion.
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Position in Company_____
Nature of Business_____
Company_____
Address_____

The Areas for Expansion

TI/8

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

Modern marketing techniques and the capacity for judgment

—Mr. Anthony Grant

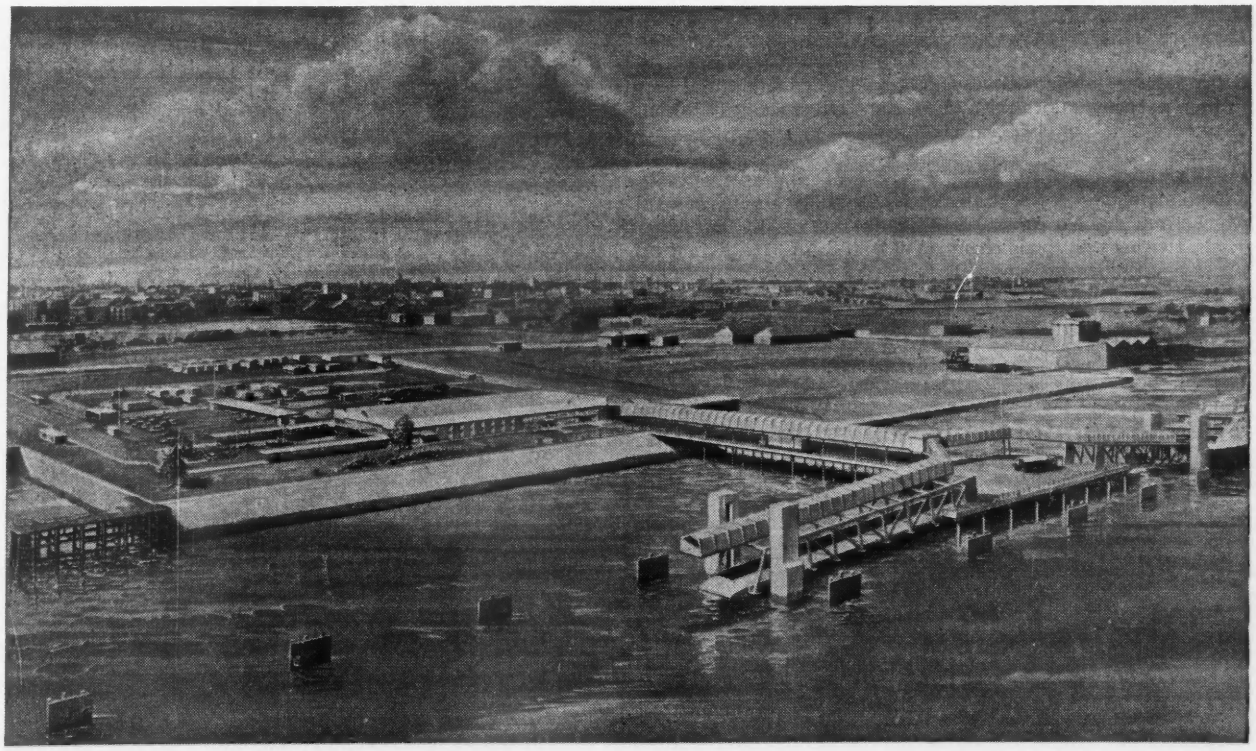
THE ability to recognise opportunities when they appear and to respond quickly to changes in a fluctuating market are attributes which businessmen can not use in a mechanical manner, Mr. Anthony Grant, Parliamentary Under Secretary of State for Industrial Development said in Bradford on November 18. Addressing the annual dinner of the Association of Exporters of Raw Materials and Yarn in the Midland Hotel, Mr. Grant said:

'In recent years, influenced perhaps by developments across the ocean, the marketing function has been given increasing prominence. Around it a number of techniques have developed and these have become formalised in quite a few long and important sounding words. Market research, market intelligence, Market forecasting and market analysis are a few of the topics I have in mind. All these modern concepts and techniques should not, it seems to me, however obscure the capacity for judgement, and the initiative which are needed to evaluate the information which these various techniques produce.

'The increasing complexity of trading relationships throughout the world, coupled with the expansion of the world trade which we have witnessed in recent years, has of course changed the framework within which the merchant operates more than somewhat. It would be surprising if you were not to feel that this imposes constraints which you would rather be without,' he added 'Equally however I would expect the recognition which we in Government give to the important contribution which merchanting activities make to the economy of the UK to have been of value to you in your activities. There are advantages and disadvantages, pluses and minuses, and these are bound to change from time to time. When you come to add them up the balance may not always come out quite as you would like it, although I would expect that here too there are

(*continued on next page*)

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, watches Mrs. Ursula Ashworth operating a voice coil machine at Rank Wharfedale Ltd., Bradford. Mr. David Bullough, executive director of the firm, is accompanying the Minister, who also visited Wakefield and Leeds. Mr. Grant spoke at the annual lunch of Yorkshire and Humberside Region of the Engineering Industries Association and the annual dinner of the Association of Exporters of Raw Materials and Yarn.



An artist's impression of the new £3½ million passenger/freight ferry complex to be built at Hull by the British Transport Docks Board as a base for all North Sea Ferries roll-on/roll-off operations at the port. The new terminal is to be sited on Hull's riverside adjacent to Victoria Dock and will cover an area of 15 acres. It will include a large passenger terminal building; a riverside amenity area; marshalling areas for 400 cars and tour coaches; Customs and Immigration facilities; RAC and AA offices; freight vehicle parks and a Customs inspection shed. High-level covered walkways incorporating a passenger conveyor will give a direct link between the embarkation lounge and the ship. Roll-on/roll-off berths will be provided for two vessels to be dealt with simultaneously.

MODERN MARKETING TECHNIQUES
continued

variations, what suits some does not necessarily suit others.'

Mr. Grant said: 'A merchant adventurer surely chooses this occupation because it gives rein to individuality. He wants to be free to pit his wits against those of his competitors, an adventure is something that is about to happen, it is also an exciting enterprise and it embodies certain risks and therefore calls for daring to overcome them.

'The quality of resourcefulness surely ranks high among those needed to be successful when one chooses this kind of life and in proposing this toast I feel sure that this quality will never be lacking among you,' he concluded.

Multinational corporation investment in UK

MR. Michael Heseltine, Minister for Aerospace and Shipping, was one of seven Ministers who addressed a Business International 'Round-table' held in London, November 13 to 15. The conference which was also addressed by Opposition, CBI and union leaders and departmental officials, concluded with a session with the Prime Minister.

The conference enabled executives representing seventy-five multinational corporations to assess UK investment opportunities in the context of EEC accession. In its conclusions the conference expressed an increased confidence in the UK economy and the future of the EEC as an outward-looking body.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mr. G. E. Tapp, of Tunbridge Wells, to be deputy chairman of the South Eastern Electricity Consultative Council in succession to Alderman Pratt who resigned recently on grounds of ill-health.

Mr. Philip C. F. Lawton and Mr. Cyril A. Herring to be members of the British Airways Board with effect from December 1, 1972. These appointments follow the resignation of Sir Kenneth Keith and Mr. K. G. Wilkinson from the Board.

The Secretary of State has also approved the appointment of Mr. Lawton as chairman of British European Airways with effect from December 1, 1972 until December 31, 1973.

Notes

BAB appointments will run to December 31, 1973 in the case of Mr. Lawton, and November 30, 1977 in the case of Mr. Herring.

Mr. Herring will remain chairman of British Air Services, one of the seven operating divisions of the British Airways Group.

Under the Civil Aviation Act 1971 there have to be between eight and 15 members of the Board, inclusive of the Chairman and the two chairmen of BOAC and BEA. As a result of the Secretary of State's announcement there will be 12 Board members.

Trawler support ship 'Miranda' returns to Iceland

THE Department of Trade and Industry trawler support ship *Miranda* left Alexandra Dock, Hull on November 24 to take up station again off Iceland. As in previous winters *Miranda* will broadcast meteorological forecasts to the trawler fleet and will be available to give medical assistance to trawler crews.

She will be commanded by Commander David Roberts RN (Retd). He will be relieved later by Commander C. P. Adams. Dr. Robert Scott of Harrogate will take the first tour of duty as medical officer, and Mr. J. Webber the first tour as meteorological officer.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-matter
October 20, 1972		
1,172,211	United States Atomic Energy Commission	Production of spheroidal uranium metal powder
1,174,153	United States Atomic Energy Commission	Method of making a salt-rejecting membrane
1,183,180	United States Atomic Energy Commission	Fuel element for neutronic reactor and method of fabrication thereof
1,183,699	United States Atomic Energy Commission	Fuel element for neutronic reactor and method of fabrication thereof
1,184,037	United States Atomic Energy Commission	Separation of molybedenum and technetium
1,185,817	United States Atomic Energy Commission	Method of separating neptunium and uranium values
1,188,276	United States Atomic Energy Commission	Vented fuel element
1,193,596	United States Atomic Energy Commission	Ion exchange process for recovering americium and curium
October 23, 1972		
1,110,706	United States Atomic Energy Commission	Pressure bonded ceramic-to-metal gradient seals
1,122,897	United States Atomic Energy Commission	Apparatus for applying liquid to the interior of a vessel
1,130,068	United States Atomic Energy Commission	Method of a composition for decontaminating nuclear reactor
1,141,706	United States Atomic Energy Commission	Radiation resistant insulation
1,142,287	United States Atomic Energy Commission	Phenolic foam composition
1,147,290	United States Atomic Energy Commission	Fast burst nuclear reactor
1,147,585	United States Atomic Energy Commission	Method and apparatus for removing impurity gas particles from a particle beam
October 24, 1972		
977,510	United States Atomic Energy Commission	Immiscibleliquids separator
1,001,731	United States Atomic Energy Commission	Insulated tube coupling
1,003,204	United States Atomic Energy Commission	Apparatus for converting thermal energy to electric power
1,060,189	United States Atomic Energy Commission	Coaxial cable terminating means
1,085,485	United States Atomic Energy Commission	Apparatus and method for producing a beam of accelerated liquid metal droplets
1,108,870	United States Atomic Energy Commission	Semiconductor diode with improved high voltage characteristic and method of production thereof
1,157,848	Italsider S.p.A.	Method and apparatus for the protection of refractory masonry of open hearth furnaces
1,267,648	Brown, Boveri & Co. Ltd.	Gas blast circuit breaker
November 7, 1972		
1,071,630	Decca Ltd.	Indicators for navigational position fixing systems
1,073,991	Decca Ltd.	Chart position indicating apparatus
1,073,994	Decca Ltd.	Chart position indicating apparatus
1,101,184	Hawker Siddeley Dynamics Ltd.	Voltage comparators
1,216,330	Maschinenfabrik Winkler, Fallert & Co.	A reversible printing unit for offset lithographic rotary presses
November 10, 1972		
1,124,604	Steven Leigh	Aspirator and like devices
1,165,334	Societe d'Etudes, de Recherches et d'Applications Scientifiques et Medicales E.R.A.S.M.E.	Thiadiazepine
1,174,412	Societe d'Etudes, de Recherches et d'Applications Scientifiques et Medicales E.R.A.S.M.E.	Piperazine derivatives
1,175,823	Societe d'Etudes, de Recherches et d'Applications Scientifiques et Medicales E.R.A.S.M.E.	Piperidine derivatives

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

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'Britain is entering a new tourist era'

—Mr. Anthony Grant

SPEAKING at the hotels and catering EDC conference in London on November 22, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development said:

'It is my belief that we are moving into a new tourist era. The high cost of travel has undoubtedly limited the market for tourism. We too easily assume that every camera-swinging foreigner is here on a package tour, but the results of the International Passenger Survey suggest that even in the case of North America less than one in three holiday visotors come here on an inclusive tour.

'There are of course many others who arrive here on a charter flight, but I am sure that I speak for myself and many others when I say that I look forward enthusiastically to the day when I can make my own holiday arrangements abroad without having to pay through the nose for the privilege. That day is rapidly approaching on the North Atlantic route and I trust that it will not be long delayed elsewhere. This offers us a challenge and an opportunity.

'This country is well placed to take advantage of the opportunity. The shortage of modern hotel accommodation which has deterred many people from coming to this country is now over.

'Over the past two or three years we have seen an unprecedented increase in the supply of new and improved hotel accommodation. Most of this has been constructed with the aid of a grant or loan under the Hotel Development Incentive Scheme.

'This scheme is now drawing to the end of its life, but by the time that the last brick is in place nearly 75,000 bedrooms, capable of sleeping 130,000 visitors, will have been added to the national stock at a cost to the taxpayer of some £60 million. These rooms would accommodate, at 70 per cent occupancy, another 2 million visitors per annum.

Vast markets

'There has been a lot of talk of reduced occupancy rates and reduced profits. This need not be the case. The cost of building a new hotel is such that it is worth spending a good deal of money on promotion to raise the occupancy rate to an annual rate of at least 70 per cent and I am confident that owners of the new hotels will not be lacking in ingenuity and resource in making sure that they get a good return on their investment.

'There are still vast markets to be tapped. How many of you realise that only one in 50 Americans spend their holidays outside North America and that only half of these come to Europe? A shift of a fraction of 1 per cent in the market pattern should not be all that difficult to achieve.

'We are here dealing with an industry with excellent growth prospects, if not with the best growth prospects of any major industry in this country, and I was not therefore surprised to learn from one of the Sunday newspapers a week or so ago that the value of country property capable of being turned into an hotel has been rising very rapidly.

'It has been said that only the London hotels have benefited from the HDI Scheme. This is by no means the case. About two-thirds of the grant payable will go to developments outside the London area.

'The scheme has also been criticised on the grounds that it is of no value to the smaller hotelier. This is certainly not the case. Any hotelier outside London with 10 letting bedrooms, or who was prepared to increase the amount of his accommodation to this figure, qualified for assistance under the scheme. The corresponding figure for London was 25 letting rooms.

'Earlier this year the English Tourist Board analysed 2,000 applications for grant and only 5 per cent of the total was for claims likely to exceed £100,000. At the other end of the scale well over 50 per cent of the claims were for grants of under £5,000.

Half a million pounds more

'The fact that we shall for the first time since the war be able to offer visitors from overseas an abundant supply of modern accommodation reinforces the need for increased promotion overseas and here I must pay tribute to the work of the British Tourist Authority in promoting Britain overseas.

'They and their predecessors have been in the business a long time and there is a danger that because of this the industry will increasingly forget the part they play in persuading people to come here, but their work depends for its success on co-operation with the industry and I would urge all of you to take advantage of what they can offer to improve our total marketing effort overseas.

'The Government is playing its part and I am pleased to be able to tell you that we have recommended to Parliament that the British Tourist Authority should be given an additional £500,000 making £4.5 million in all, this year to enable them to increase their efforts to bring more visitors to this country.

'In the past successive Governments have encouraged the growth of tourism primarily on balance of payments grounds. We have been remarkably successful in this sphere. Our foreign currency earnings will obviously continue to be of great importance for the foreseeable future but there are other reasons why tourism is to be encouraged.

Tourism as an instrument of regional development

'Tourism is increasingly being regarded as a valuable instrument of regional development. Perhaps in the past we have not fully appreciated the role that hotels and other tourist projects can play in providing employment in the less developed regions. Indeed it is fair to say that in some parts of Britain not suited to industrial development tourism offers the only real opportunity of improving the area's economic well-being.

'There are problems of course, the main one being the seasonal nature of employment in the tourist industries. But here again changing trends and patterns are helping to spread the holiday season. Conference business in particular can bring fuller use of our assets and provide employment for a longer period. The second holiday market is certainly growing.

Britain's tourist appeal

'There is increasing evidence that with the growing "urbanisation" of the Mediterranean coastline, more and more people in both North America and Europe are coming to this country to visit our ancient cities and to enjoy our fresh green countryside.

'The man on the package tour with a coachload of his compatriots may catch a glimpse of what we have to offer, but the opportunity in future as I see it lies much more with the visitor who travels in his own or a hired car.

'There is I believe enormous scope for increasing the use of hired cars, especially in the case of visitors from distant places, whether in Europe or elsewhere. This is where the introduction of cheap air travel, with the saving of time and effort, not to mention in the case of those arriving from the Continent, the cost of getting a car across the Channel, could quickly lead to a revolution in the tourist pattern and one which could benefit our regions more than any other single development.

'As a Minister with responsibilities for regional development I was greatly encouraged to find that a very considerable expansion of tourism in the regions between now and 1980 is foreseen leading to a big increase in the demand for hotel accommodation, including accommodation in the coastal resorts and rural areas.'

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PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, NOVEMBER 20

Companies Act

Mr. Peter Walker, Secretary of State for Trade and Industry, was asked if he would introduce legislation to enable him automatically to withdraw the benefits of limited liability of any company which failed to comply with the Companies Act in the matters of making returns; of publishing their annual company accounts within the statutory period; of having their annual meetings within a statutory period; of having their accounts properly audited and cleared as being correct by their auditors; or of having properly elected directors. Mr. Walker answered: 'I will consider any reasonable suggestions aimed at securing better compliance with the Companies Acts. However, the hon. Member's suggestions would penalise a company's shareholders rather than its directors on whom the main responsibility for compliance is placed.'

Mr. Walker was also asked on what date inspectors were appointed to investigate Imperial Monomark Appliances, Kingsway Nominees Limited; how many meetings had been held by the inspectors and with whom; whether their report had been published; and whether he would make a statement. Mr. Walker said: 'On November 15, 1966 Sir Joseph Molony, KCVO, QC, MA, LLM, and Lord Hirshfield, FCA, were appointed by the Department to investigate the affairs of Imperial Monomark Ltd. under Section 165(b) of the Companies Act 1948. Inspectors were not appointed in the matter of Kingsway Nominees Ltd. The conduct of the inspection is a matter for the inspectors and it is not the practice of the Department to ascertain how many interviews have been held and with whom. They reported on January 29, 1971. The question of publication is still under consideration and I am unable to make any further statement.' Mr. Walker was asked if he would introduce legislation to make it illegal for any person to become a director of a public liability company if he had been convicted of a criminal charge without publicly disclosing the facts to the shareholders of the company to which he sought election or appointment to the board of directors. Mr. Walker answered that he would bear the suggestion in mind in his review of Company Law.

Steel prices

A Member asked if it was proposed to postpone the adoption of the basing point pricing system by the British Steel Corporation as a result of the Government's overall policy towards prices; and when it would come into force. 'We are considering this in the light of the standstill on prices,' replied Mr. Tom Boardman, Minister for Industry.

Unit pricing

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, was questioned about legislation to require the introduction of unit pricing. Sir Geoffrey replied: 'As my predecessor indicated during the consideration of my hon. Friend's Bill in July, and as I reiterated in the House last Thursday, we are not opposed to unit pricing in principle. I do, however, recognise that the system may have certain drawbacks, not least in terms of its cost to small retailers and those who deal with them, which it would be unrealistic to ignore. I am therefore currently seeking views from those engaged in voluntary unit pricing experiments in this country as well as looking at experience abroad so that I may reach an informed view.'

Metrication

Sir Geoffrey Howe was asked whether he would invite consumer bodies to discuss with him standardisation in preparation for metric conversion, and publish the names of the bodies so invited. He replied that he would continue the practice of consulting consumer groups when contemplating any changes, including metric changes, to any of the provisions of Schedules 4-7 of the Weights and Measures Act. The Metrication Board, particularly through its Steering Committee on consumer interests whose membership was widely representative of consumer organisations, was able to assist him on any metric questions that might arise.

Bodies invited to give their views on such proposals in recent months had included:

Consumers' Association
Co-operative Women's Guild
Good Housekeeping Institute
National Association of Women's Clubs
National Citizens Advice Bureaux Council
National Council of Women of Great Britain
National Consumer Protection
National Federation of Consumer Groups
National Federation of Women's Institutes
National Union of Townswomen's Guilds
Scottish Women's Rural Institute
Scottish Co-operative Women's Guild
The Housewife's Trust
Women's Advisory Committee of the British Standards Institution
Women's National Commission

Trade with State trading countries

A Member asked Sir Geoffrey Howe if he was satisfied that trading agreements entered into by Her Majesty's Government with State trading countries were being honoured, both in the letter and the spirit; where these agreements were being interpreted one-sidedly, which countries were at fault and what steps were proposed to take to repair any imbalance. Sir Geoffrey replied: 'Our Trade Agreements with the State trading countries provide a general framework for the development of our trade with each country. I am satisfied that the Agreements have been operated to the benefit of both sides.'

Trade with Commonwealth countries

Information was requested on the percentage of British total world trade with the Commonwealth in 1950; and the comparable figures for 1955, 1960, 1965, 1970, and the latest available date. Sir Geoffrey Howe provided the following figures:

Percentage of UK trade with Commonwealth

	UK imports	UK exports
1950	38	40
1955	39	39
1960	32	35
1965	29	27
1970	23	20
1972 Jan.-Sept.	20	19

International trade of the UK

In answer to a question on the percentage of the United Kingdom's international trade with the Commonwealth, the United States of America, and the European Economic Community, respectively, in each year since 1958, Sir Geoffrey Howe gave the following information:

	Percentage of UK trade with		
UK Imports	Commonwealth	USA	EEC
1959	35	9	14
1960	32	12	14
1961	31	11	15
1962	30	10	16
1963	31	10	16
1964	30	11	17
1965	29	12	17
1966	27	12	19
1967	24	12	20
1968	23	13	20
1969	23	14	19
1970	23	13	20
1971	21	11	21

	Percentage of UK trade with		
UK Exports	Commonwealth	USA	EEC
1959	35	12	16
1960	35	10	16
1961	33	9	18
1962	29	9	20
1963	28	9	22
1964	27	9	21
1965	27	11	20
1966	25	12	20
1967	23	12	20
1968	22	14	20
1969	21	12	21
1970	20	12	22
1971	21	12	21

Fifteen top trading countries

Sir Geoffrey Howe was asked to list the top 15 trading countries in the world, including colonies for this purpose, in terms of value of exports per head of population. He said that in terms of 1970 value of exports per head of population, the leading 15 countries were (in descending order) as follows:

Netherland Antilles
Kuwait
New Caledonia
Bermuda
Libya
American Samoa
Belgium/Luxembourg
Netherlands
Sweden
The Faeroes
Switzerland
Brunei
Canada
Singapore
Iceland

Trade with African countries

A Member asked for the latest figures for British trade and investment in Africa excluding the Arab countries, South Africa, the Portuguese Provinces, Rhodesia and the ex-High Commission territories including and excluding, respectively, Nigerian oil, and for South Africa, South-West Africa, the Portuguese Provinces, Rhodesia and the ex-High Commission territories. Sir Geoffrey Howe answered that figures

of trade with individual countries for January to September 1972, the latest period available, were published in Tables II and V of the September 1972 issue of the *Overseas Trade Statistics*; figures of imports of oil from Nigeria were published in Table III. Corresponding figures for earlier years were published in the *Annual Statement of Trade*. Figures of total investment were not available for these groups of countries. Net private direct investment (excluding oil) in 1970, the latest year for which figures were available, amounted to about £30 million in the countries specified in the first question and to about £55 million in South Africa and the other countries specified in the second question.

Investment in developing countries

Sir Geoffrey Howe was asked to state for the most recent year for which figures are available, how much new private investment from Great Britain took place in developing countries and how that amount compared with the repatriated earnings in that year from private investment, and how much new private investment from Great Britain took place in India and how that amount compared with the repatriated earnings in that year from private investment in India. Sir Geoffrey said that the latest available information was as follows:

		Developing countries	India
		£ million	
All private investment			
Net investment	1971	163(1)	..
	1970	150	..
Private direct investment (excluding oil)			
Net investment	1971	145(1)	..
	1970	134	10½
Estimated remittances of interest, profits and dividends	1970	109	13½

(1) Provisional estimates

Sir Geoffrey was also asked what agreements concerning the increase in exports from the primary products of the developing countries were being promoted in accordance with Paragraph 11 of the Summit Conference communiqué, and answered: 'We played a leading role in the recent adoption of the International Cocoa Agreement and are currently participating in Community discussions on commodity problems.'

European patent treaties

In answer to a question on amendments to the Patent Acts to enable the United Kingdom to join the Europatent Treaty, Sir Geoffrey Howe said that he hoped to be able to introduce legislation to allow for our joining the two European Patent Treaties, when finalised, and to implement the Report of the Banks Committee on Patents, in the next Session of Parliament.

EEC entry: development areas

A Member asked what specific proposals the Secretary of State was now submitting to the Commission of the European Economic Community to enhance the development of employment opportunities in the development areas of the United Kingdom. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development replied: 'Entry will provide new opportunities for growth and prosperity which should of themselves improve employment prospects throughout the United Kingdom. We shall also be working with our partners next year towards finding Community solutions to regional problems including those of our development areas.'

Mr. Grant was also asked to what extent the development of new industry in the Consett and Stanley areas of County Durham would be subject to conditions imposed by the European Economic Community. 'We shall remain free to operate an effective regional development policy,' he replied.

Tourism to the UK

Mr. Grant was asked to publish a table showing the growth of tourism to the United Kingdom in each five-year period from 1950 to 1970, and at the latest available date. He replied: 'I will, with permission, circulate a table in the Official Report showing the growth of foreign visitors to this country. The figures show that considerable growth took place over the period.

Arrivals of Foreign Visitors*

	(thousands)
1950–1954	2,927
1955–1959	4,668
1960–1964	7,776
1965–1969	14,318

For the 2¾ years from 1970 to September 1972 the figure is 13,922 Source: Home Office.

*The figures in the table are limited to visitors of foreign nationality, who represent two-thirds of all overseas visitors; figures for all visitors, including those from the Commonwealth and the Irish Republic, are available only from 1962.

Chairman of gas consultative council

A Member asked what qualifications and experience of consumer needs were possessed by General Sir Peter Hellings, the newly appointed Chairman of the South-West Gas Consultative Council. Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, answered: 'General Sir Peter Hellings as a distinguished public servant has admirable qualities for chairing and administering the South Western Gas Consumers' Council, and will, I believe, increase the independence and authority of the Council in protecting the rights of the consumers of gas in the South West.'

Energy content of domestic refuse

In reply to a request for a statement on the technique used for disposing of rubbish from homes as a source of energy consumption in the Government science laboratories, Mr. Cranley Onslow, Parliamentary Under-Secretary for Aerospace and Shipping replied: 'The energy content of domestic refuse can be recovered in the form of a gaseous or liquid fuel by the process of destructive distillation known as pyrolysis. The techniques of achieving this are being investigated and developed by the Warren Spring Laboratory. The process reduces the refuse to a low-volume residue from which metals and other materials of value can more easily be recovered.'

Price of gas

Mr. Emery was asked to list the current price of natural gas per therm paid by industrial and domestic consumers in the member countries of the Common Market.

'The latest available information is contained in pages 263-368 of the 1971 Yearbook of EEC Energy Statistics, a copy of which is available in the Library of the House,' he replied.

Electricity generation

Mr. Boardman was asked what was the proportion of total electricity generation operated by private industry; and whether the installation of private plants would be encouraged to offset disruption in the event of a national stoppage of power supplies. He replied: 'For information on the electricity available from industrial producers and the public supply I would refer my hon. Friend to table 62 of the Digest of United Kingdom Energy Statistics 1972 which is available in the Library of the House. The economies of private generation depend upon the circumstances at individual plants so that it must be a matter for the consumer to decide whether he should spend money on private generating plant.'

Asked to estimate the proportion of the total electricity privately generated in France, Mr. Emery said he understood that in France in 1971 electricity generated by other than the public supply authorities represented some 9 per cent of total electricity generated.

Industrial development

Mr. Grant was asked how many claims for expenditure incurred under contract before October 27, 1970 by companies in development areas had been refused by the DTI to date; what was the total sum involved; and how many of the claims originated from firms in the Northern Region and West Cumberland, respectively; how many companies were still in negotiation with the DTI concerning this expenditure and the total sum involved, and the corresponding figures for firms in the Northern Region, West Cumberland and the Whitehaven constituency. Mr. Grant answered: 'Information in the precise form requested is not available but on November 10 about 7,300 applications in respect of plant and machinery were being processed involving estimated grant payment of about £91 million. The figures for the Billingham office which handles most of the Northern Region applications were 1,146 and £22¼ million respectively. Grant amounting to about £124 million had already been paid in respect of plant and machinery as against about £160 million claimed on these processed applications.

TUESDAY, NOVEMBER 21

Prices

A Member suggested that all retail establishments should be urged to display their price lists for the week commencing November 6 throughout the following 90 days. 'It would not be feasible for every shop to display such lists in view of the multiplicity of items involved,' Sir Geoffrey Howe replied. 'However, I agree that it would be helpful if shops could have this information available and my Department has so advised representatives of the retail food trades.'

Sir Geoffrey was also asked how many price increases were notified by manufacturers to Government departments for the week ended November 19. He answered: 'Since the standstill started, some 100 firms have submitted to my Department details of proposed price increases for scrutiny with a view to obtaining consent for such increases.'

Motor cycle insurance

A Member asked if legislation would be introduced to prevent insurance companies charging a motor-cyclist additional insurance for a passenger, even where the motorcycle had no provisions for carrying a passenger. Sir Geoffrey Howe said: 'No; as the law will require motor cyclists to be covered by insurance for their liability for personal injury to their passengers whether or not their machines are designed to carry passengers, the insurers involved should be free to assess the costs of covering any such risks.'

PARLIAMENT
continued

Exploration for oil

Mr. Emery was asked for details of the percentage of the total area of the United Kingdom sector of the continental shelf allocated for production and exploration. He said that of the designated area of the United Kingdom continental shelf 25.4 per cent was currently covered by Petroleum Production Licences; holders of Exploration Licences were free to prospect over the remainder of the area.

A request was also made for a list of the current estimated yields and reserves of the wells and fields established in the Scottish sector of the North Sea, showing the estimated flow rates and potential reserves for each well and field. Mr. Boardman answered that it was estimated that production from the UK Continental Shelf would reach 25 mtpa by the mid 1970's and 75 mtpa by 1980. British Petroleum's Forties Field was planned to produce 20 mtpa at peak and Shell/Esso's Brent field 15 mtpa. Shell/Esso had assessed recoverable reserves of Brent at about 140 million tons. Other production levels and reserve potentials had not been announced by the licensees.

Industrial development

Mr. Grant answered questions on industrial development in the Carlisle area and in Wolverhampton and Dudley.

WEDNESDAY, NOVEMBER 22

European Communities Act

Sir Geoffrey Howe told a Member who asked what action was proposed after January 1, on receiving letters from companies which did not fully conform with the requirements of Section 9 (7) of the European Communities Act 1972, that companies would be expected to comply with the requirements, and would be liable to prosecution if they did not.

He was also asked what information he had with regard to the extent to which provisions similarly contained in Section 9(7) of the Act had been enforced in the present six countries of the European Economic Community; and what had been the number of successful prosecutions. Sir Geoffrey replied: 'I understand that all member states have adopted or should shortly be adopting legislation containing provisions similar to Section 9(7) of the European Communities Act 1972. I have no information about successful prosecutions under such legislation.'

Further questions were asked on advice given to companies as to whether the provisions of Section 9 (7) applied to personal letters, memoranda, compliment slips and other informal communications, or to business letters from branches of such companies in various parts of the country. Sir Geoffrey answered that it was for the Courts to interpret the Act. Subject to this, it would appear that internal communications of a company were not subject to Section 9 (7). Asked whether, in the case of companies which, like banks, had a number of branches in various parts of the country, the provisions of Section 9 (7) would oblige such branches not only to give their branch address on their letter paper, but also the address of the registered office of the main company and to which they did not require replies to their letters to be sent, Sir Geoffrey said: 'It is for the Courts to interpret the Act. Subject to this, however, the answer to my hon Friend's question would appear to be in the affirmative.'

Oil and gas reserves

A Member asked for an estimate of the reserves of oil and gas available from the United Kingdom sector of the continental shelf, of recoverable reserves, and of these as a percentage of known world reserves. Mr. Emery answered that recoverable gas reserves were currently put at about 35 TCF representing about three-quarters of the gas in place; this compared with known world gas reserves of 1100 TCF (TCF = 10^{12} cu. ft.). Known world oil reserves at the end of 1971 were about 70,000 million tons. Estimating oil and gas reserves was a continuing process; information about the oil discoveries required further evaluation before a statement could be made about recoverable oil reserves on the United Kingdom sector of the Continental Shelf.

THURSDAY, NOVEMBER 23

Import of textiles

The following statement was made by Mr. Grant in answer to a question on the further progress of discussions with the European Economic Community about the import of textiles in 1973. 'The European Commission have sought a mandate from the Council to renegotiate their agreements under the GATT Long-Term Arrangement on cotton textiles with Japan, Hong Kong, India, Pakistan, South Korea and Egypt to take account of the enlargement of the Community. The agreements provide for these countries to restrict their exports of cotton textiles to member countries of the Community. They apply until September 30, 1973 except for Hong Kong and Korea where the agreements last until December 31, 1973. A comparable arrangement would be sought as regards exports of cotton textiles from Taiwan.

'The new arrangements would extend as far as practicable to trade in cotton textiles between the seven countries and the UK, Denmark and Ireland the pattern of restraints in the Community's existing agreements. The practical effect would be to limit exports to the three acceding countries at approximately the same levels (with appropriate allowance for growth) as under the bilateral arrangement currently existing between the countries concerned. The categorisation of the quotas and arrangements for flexibility between groups and categories would as far as possible be re-arranged to bring them into conformity with those in the Community's agreements, again without substantially changing their existing effect.

'The products to be covered would in large measure be the same as under the present bilateral arrangements, including in the case of the UK cotton yarn. The negotiations would take place as soon as possible and in any case before the end of this year.

'The UK will retain existing restraint arrangements on cotton textiles with countries other than the seven covered by the Community's agreements under the Long-Term Arrangement.

'The arrangements after the expiry of the current Community agreements will be determined in the light of the review of the Long-Term Arrangement to be conducted by the contracting parties to the GATT before the present term of the arrangement expires on September 30, 1973.'

Imports of leather

Sir Geoffrey Howe was asked why the recent application from the British Leather Federation for safeguard action under the United Kingdom General Preference Scheme was not advertised; and what was the policy of his department in respect of the advertising of such applications. He said: 'My Rt. Hon. Friend the then Minister for Trade announced on August 7, in reply to a Question that he was considering an application by the British industry for reimposition of the import duties on leather from developing countries. I do not believe any further advertisement was necessary. Decisions about advertising any future applications for safeguard action will continue to be taken in the light of the circumstances of each case.'

Asking questions on imports of tanned leather from certain developing states, Sir Geoffrey said: 'When import duties were removed on January 1 last as part of the UK contribution to the Generalised System of Preferences for developing countries, we reserved the right to restore them in whole or in part if imports enjoying the preferences were causing or threatening serious injury to the British producers affected. It was found that imports of this leather from the four South American countries concerned would obtain about 25 per cent of the British market this year, compared with 8 per cent in 1971, and that the continued existence of a number of small tanners and the employment that they provided was seriously threatened.

'Representations on the case were made by the British Leather Federation. There were none from producers of leather goods.'

Exports of scrap metal

Sir Geoffrey Howe was asked if he would rescind any further export licences for scrap metal deliveries to Europe pending a reduction in the domestic short supply position, in view of the hoarding and the rise in ex-merchants' prices in the last few weeks. He said that exports of scrap metal to all destinations were subject to control, and export licences were already granted or refused according to the state of supply. It was not his present intention to revoke existing licences.

Shipment of plutonium

Mr. Emery was asked if he was satisfied with the security arrangements for the shipment of plutonium and other substances to and from Windscale. He said that under the Atomic Energy Acts 1954 and 1971 the responsibility for the security arrangements for the shipment of plutonium and other substances to and from Windscale rested with the United Kingdom Atomic Energy Authority and British Nuclear Fuels Limited. Mr. Emery went on: 'I am satisfied that the Authority and the company ensure that there are very strict arrangements for the transport of nuclear materials to and from Windscale and that these arrangements are kept under review.'

FRIDAY, NOVEMBER 24

UK aerospace industry

Mr. Michael Heseltine, Minister for Aerospace and Shipping was asked for information bringing up to date the information in Appendix C, Table IV, Appendix D, Table III, and Appendix D, Table IV, of the Report of the Committee of Inquiry into the Aircraft Industry, Command Paper No. 3853. He replied that Tables III and IV of Appendix D to Cmnd. 2853 could be brought up to date by reference to the 'Survey of the United Kingdom Aerospace Industry', July 1970, and its two supplements dated November 1971 and February 1972, copies of which were available in the Library. Updating of Table IV of Appendix C to Cmnd. 2853 would involve the publication of commercial information relating to particular firms.

Gas and mineral deposits

Mr. Emery told a Member asking for a White Paper about the potential of gas and mineral deposits in Cardigan Bay, that Report No. 69/2 issued by the Institute of Geological Sciences in 1969 deals with the geology of this area. 'I have placed a copy in the Library of the House,' he added.

Coal deposits in the UK

Mr. Emery was asked what discussions the DTI was having with the National Coal Board about current coal deposits in the United Kingdom and about what steps could be taken in pursuit of a national energy policy to sink new pits. He said that extensive discussions had taken place with the NCB on future coal policy. If the Board saw a need for new pits it would be for them to put forward proposals in their investment programme and to decide where these pits would be situated. He was also asked what estimates had been made of reserves of workable coal seams in the United Kingdom and in what areas; and said: 'The NCB estimate the reserves of economically workable coal accessible to currently working collieries at 4,000 million tons. They also estimate that unproven reserves and virgin coalfields may together contain a further 12,000 million tons.'

Chairmen of gas councils

A Member asked if it was a new policy to appoint chairmen for gas consultative and consumer councils other than from amongst the existing membership of the relevant council. 'No' replied Mr. Emery. 'Under the previous administration six chairmen of gas consultative councils were appointed; of these only one was a member or had been a member, of a gas consultative council. It is the Government's policy to find, whether from within consultative councils or outside, a strong person, who, whilst being a good chairman, will increase and strengthen the influence of the council for the protection and benefit of gas consumers.'

Accidents at sea

A question was asked on the preliminary inquiry into the collision between the British vessel *Royston Grange* and the Liberian tanker *Tien Chee*; what further action was being considered; whether the Argentine and Liberian authorities had completed their inquiries; and whether their reports would be made available. Mr. Heseltine said that the Argentinian inquiries were still in progress and it was not yet known whether a report would be published. The Liberian inquiry was now due to open in New York on January 22 next and a report was expected to be published. The Department had completed its preliminary inquiry and its decision whether to hold a formal investigation would be made in the light of a report by its officials on the Liberian Court's proceedings.

In answer to a question on DTI action arising out of its preliminary inquiry into the collision between the British coaster *Redthorn* and the Liberian tanker *Elphia* in the English Channel and what contribution the Liberian authorities made to the inquiry, Mr. Heseltine said: 'A formal investigation under Section 466 of the Merchant Shipping Act 1894 has already been ordered into this casualty and a date and place will be announced as soon as possible. The Department will take any appropriate action on the report of the court. The Liberian authorities co-operated with the Department during the preliminary inquiry.'

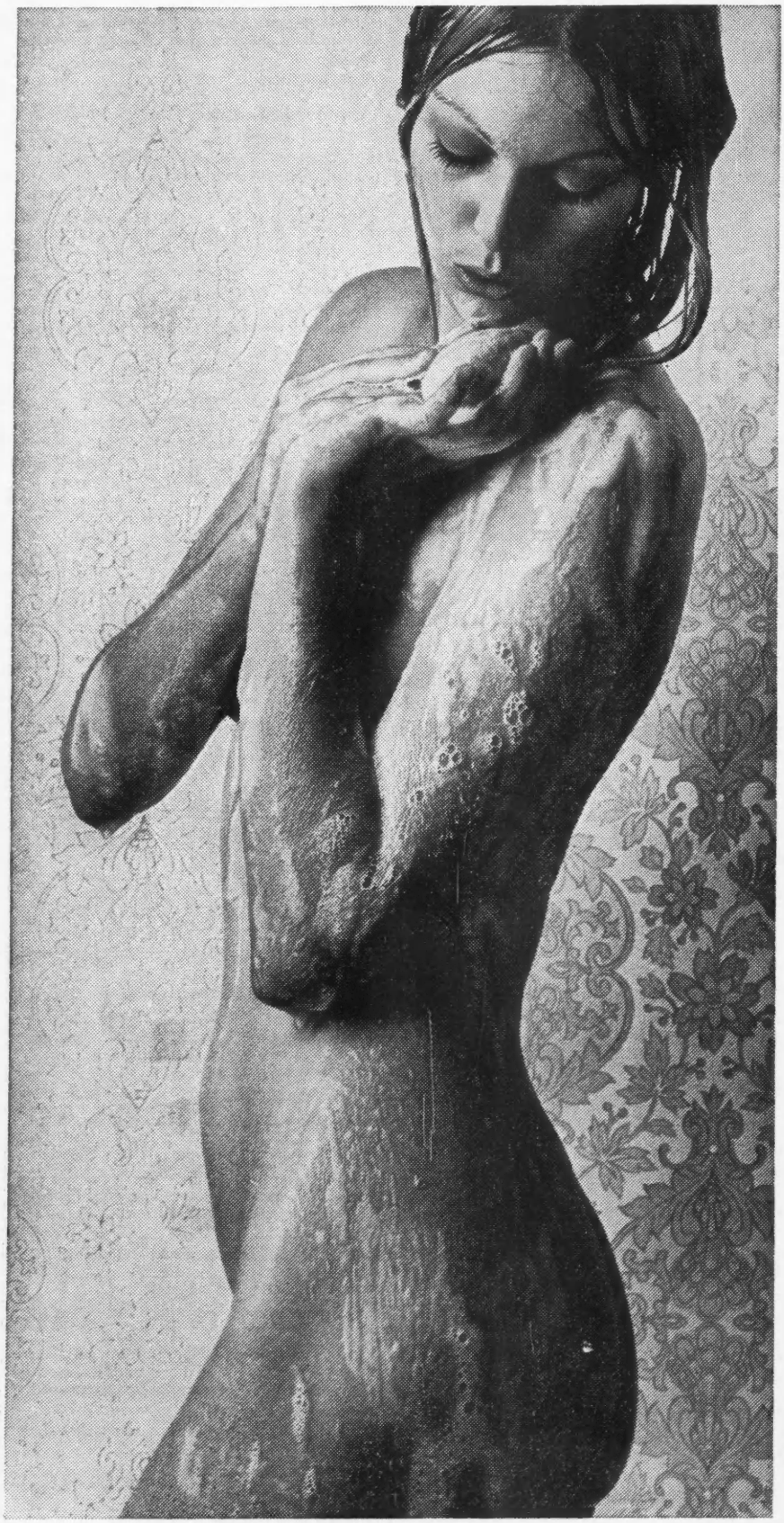
Regional grants

Mr. Grant was asked how many applications his department had so far yet received under the Regional Development Grants Scheme. He said: 'Since no initial dates of acceptance are being prescribed for this scheme applications were made as soon as forms were available in September and October. Claims numbered some 500 by November 10 applying for grant of about £1½ million. About one-third of this sum had been paid by that date.' He was also asked if a form of special assistance would be considered over and above ordinary development area subsidies for developers in remote rural areas which suffer from depopulation, and said: 'These areas already stand to benefit from the new regional incentives in the form of Regional Development Grant and Selective Financial Assistance, and the national measures to stimulate economic growth. The Development Commission are actively promoting the development of suitable industry by various means, including programmes of factory construction, in certain rural areas suffering from depopulation, including mid-Wales.'

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

Genera Notice	
49	Temporary importations: international co-operation.
77E	Purchase tax—exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
300A	Export reliefs scheduling scheme, supplementary particulars.
467	The New Customs Tariff and Overseas Trade Classification.
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.



How a toiletries exporter proved the value of cover.

'We're a private company which intends to remain private. We must generate our increasing capital requirements out of profits. A loss of £10,000 or more overseas would make a nasty hole in our plans.' This is the view of Miss A.R. (below), director of an

old-established company which makes fine-quality soaps and toilet preparations.

Sales doubled

These products sell well in Canada, Belgium, Holland, West Germany, Italy, France, U.S.A. and Japan. Export turnover has doubled since the mid-sixties to a current figure of over £300,000.

But more sales naturally means more financial involvement, and the amount of money at risk in any one market at any one time can be considerable.

£30,000 claim

A default could happen and recently did, when an agent overextended himself. He defaulted, owing Miss A.R.'s company over £30,000. 'This was the moment when we realised that our ECGD premiums weren't money down the drain,' she recalls. She is insured with ECGD against 90-95% of losses caused by bad buyers, governments short of sterling, war or other political risks. The claim for £30,000 was paid by ECGD, and there has been no hold-up in the company's progress. Their East Midlands factory is being extended, and much of the new production is scheduled for exports.

If you want export growth without financial embarrassments, talk about cover to your local ECGD Manager. Or write for the free fully-explanatory booklet to Information Section, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL.

Exports Credits Guarantee Department:
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NEW PUBLICATIONS

European Purchasing Power. GFK—Nürnberg (2nd edition 1972. 450 pp. £95. Available from: Contimart Ltd., Broadway House, Broadway, London SW19 1RT). Marketing and export managers often find it difficult to trace information on purchasing patterns, especially when trying to compare several countries. Statistical publications vary in coverage and depth of treatment and detailed figures are often unavailable. *European Purchasing Power* is therefore particularly useful because it presents in a convenient form detailed, comparable, though not identical, purchasing information for 17 Western European countries, including the United Kingdom. The overall effect is to show the sales potential and the structural characteristics of each market. The international section compares data for all 17 countries, showing population structure, size of household, ownership of consumer durables, number of retail outlets, GNP and GDP, details of expenditure on personal consumption and cost of living indices. Each of the national sections is prefaced by a map showing purchasing power. Census of Population figures are broken down to local level, communities are ranked by size and the population is split into sex and age groups. There is also a household breakdown by size. Ownership of cars, telephones and television sets is given on a regional basis. Statistics of employment are classified by industry and, for some countries, by region. The distributive trade is covered in some detail. Turnover, numbers of staff employed and types of outlet (self-service, supermarket, cash and carry) all feature in the retail trade tables. Some countries include figures for the wholesale trade. Many of the tables in the national sections are complemented by charts and maps giving additional information. The volume is accompanied by a large wall-map which shows purchasing power in Europe in finer detail than the country maps in the national sections. One possible cause for reservation is the loose-leaf, ring-binder format of this large and weighty work—possibly it will not stand up to the heavy usage the volume is bound to attract. A copy of this publication can be examined in the Department of Trade and Industry's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Telephone 01-248 5757 ext. 368.

The World Market for Electric Power Equipment: Rationalisation and Technical Change, by A. J. Surrey. (301 leaves. Science Policy Research Unit, University of Sussex. £9.50. ISBN 0 903622 009.) This study is concerned with the future of the world heavy electrical industry, and deals specifically with competitiveness in the world market for heavy electrical equipment in conditions of rationalisation and technical change. The work is confined to the main items of plant purchased by electric utilities for power generation and main transmission, ie steam and hydro-electric turbines and generators of 30 MW and above, and power transformers and switchgear of 110 kV and above. The basis of this study is a plant register compiled from authoritative sources and containing up-to-date statistical data, which is reproduced as Annexes. It covers 5,088 turbine generators with a total generating capacity of 852,077 MW installed in 41 selected countries since January 1955, including plant ordered at the time of the inquiry and due to enter service up to December 1975. A price sample was also obtained from this survey, but because of its unevenness the analysis is restricted to conventional steam sets installed in the USA. The study falls into four main parts: the first reviews the characteristics of demand and supply of power equipment and is especially concerned with the dynamic nature of international competition. The second examines the scale and direction of world trade for the three main classes of power equipment, the relative success of the main exporting countries, and the proportion of the world market open to international trade. Four case studies form the third part of the study. Each deals with a topic high-lighted by the preceding economic and statistical analysis, eg Chapter 4 examines the development of the North American market since the mid-1950's and discusses the following: changing level and composition of demand; market shares of domestic and foreign suppliers; the influence of architect-engineering consultants on the market and the movement of steam turbine generator prices. Other studies are concerned with Japan, with the exceptional export performance of the Swiss industry, and with the West German industry, with particular reference to the partial merger of Siemens and AEG and its likely longer-term outcome. The aim of each of the case studies is to outline the changing pattern of the world market during the 1960's and to forecast developments over the next few years. The final part of the study presents general conclusions, analyses policy implications of factors such as international mergers, and discusses policies concerned with objectives rather than the means of implementing them. It also investigates how the competitiveness of the British industry can be improved. While this study was in progress major changes took place, such as new alignments between firms and developments in the international monetary situation and the framework of world trade. The author recognises that these developments are certain to influence the longer-term structure of the world market for power equipment, and that the analysis provided in this work is therefore unlikely to remain valid over an indefinite period.

The approaching introduction of value added tax in Britain has stimulated the production of a large number of general guides to the working of the new tax arrangements. A new addition to the list is **Practical Guide to Value Added Tax,** by B. Simmonds, G. W. D. Ripley and N. A. Wilson. (72 pages. Gee & Co. 45p. SBN 85258 131 9.) This publication, written by members of a firm of management consultants, gives some useful information on VAT and how it will affect business concerns. There are sections covering topics such as the payment and recovery of tax, appeals and penalties and a time-table for preparatory work before the tax is introduced. In addition there are brief notes on miscellaneous points such as the treatment of hire-purchase sales, gifts and bad debts, and finally the position of special businesses including travel agencies, stockbrokers and the hotel trade. The book has its value as an introduction to the effects of VAT but most firms will require something which gives more detailed information than this short guide. A completely different approach to the problems of VAT is provided in **Value Added Tax** by Paul W. de Voil (Loose-leaf. Butterworths. £8.50. ISBN 0 406 514607) which is a reference work kept up to date by supplements. In the words of its foreword it 'provides accountants, lawyers and all those advising on value added tax with a comprehensive, authoritative and up-to-date commentary and work of reference'. The book is divided into several main sections consisting of a commentary on the law, the text of the Acts and Statutory Instruments covering VAT, and other material such as the EEC Directives concerning turnover taxes. The final section contains an index which like those in many legal volumes comprises a list of broad headings which will meet the needs of the expert user. This can be criticised in that there are no cross references and by no means all organisations mentioned in the text are given in the index. (For example Independent Television News Ltd. has an entry, but there is no reference from 'Television', nor is there an entry for the London Transport Executive mentioned in the same sections of both commentary and Finance Act as ITN.) The book does not aim to deal with the economic implications of VAT or the practical problems of businesses operating under the new tax system, but provides lawyers or tax consultants with a guide to the Finance Act of 1972 and its subordinate legislation. Within these terms it is thorough and comprehensive and will no doubt become one of the standard reference works on the subject.

The Framework of Regional Economics in the United Kingdom, by A. J. Brown. *The National Institute of Economic and Social Research Economic and Social Studies No. XXVII* (374 pages. Published for NIESR by Cambridge University Press. £4.00. ISBN 0 521 08743 0). This work is the outcome of a research project undertaken at NIESR between 1966 and 1970. The aim of the study was to build up a theoretical and empirical framework for the analysis of regional economic development and the consideration of regional policy in the UK, especially in relation to national economic policy. The project originated with a request from the Department of Economic Affairs to undertake an intensive study and, as the author acknowledges, the resulting volume is the product of contributions from many specialists in the field. The book starts and finishes with a discussion of possible objectives of regional policy. The main body of the work examines recent interregional economic differences, regional social accounts and interregional transfers—that is, movements of capital and labour. This latter section involves a detailed examination of the crucially important topic of regional mobility. The author then attempts to relate the growth of regions to a simple growth theory and considers the strength with which short-term dynamic mechanisms are likely to operate. Although the study was concluded before the finalisation of Britain's entry into the EEC and therefore excludes the European dimension of present regional policy perspectives, it nevertheless makes a significant contribution to the subject by virtue of the immense amount of data embodied in it, combined with a pioneering theoretical analysis of the regional problem. The original NIESR project, of which this is the seminal work, has resulted in a series of *NIESR Regional Papers*, Number One being two papers published in one volume—*The Anatomy of Regional Activity Rates* by John Bowers and *Regional Social Accounts for the United Kingdom* by V. H. Woodward. (192 pages. Cambridge University Press. £1.25.) Further studies are to be published in this series.

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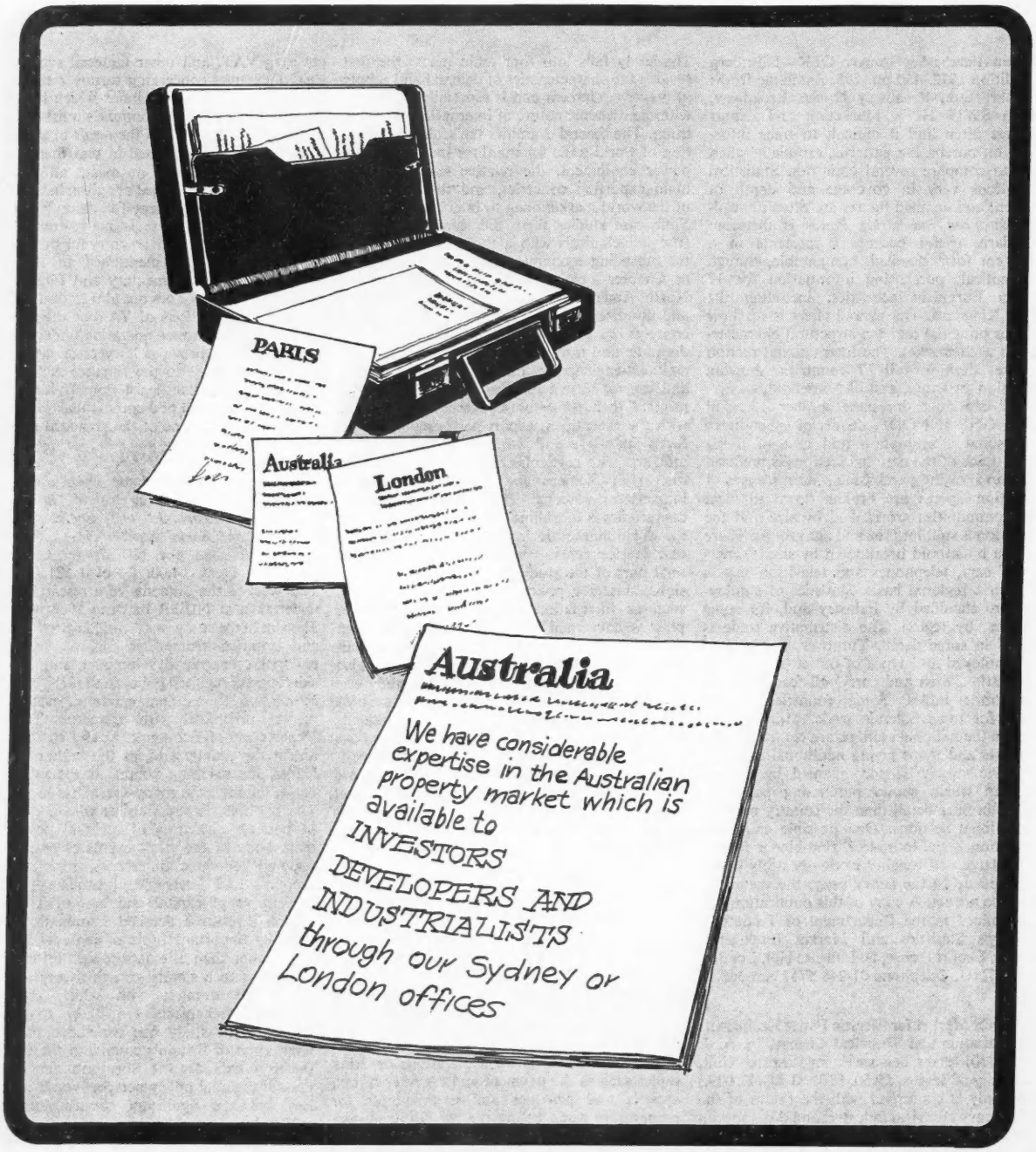

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ASPECTS OF AUSTRALIAN MARKETS—2

New South Wales

by G. Booth, CMG, Deputy High Commissioner, Sydney

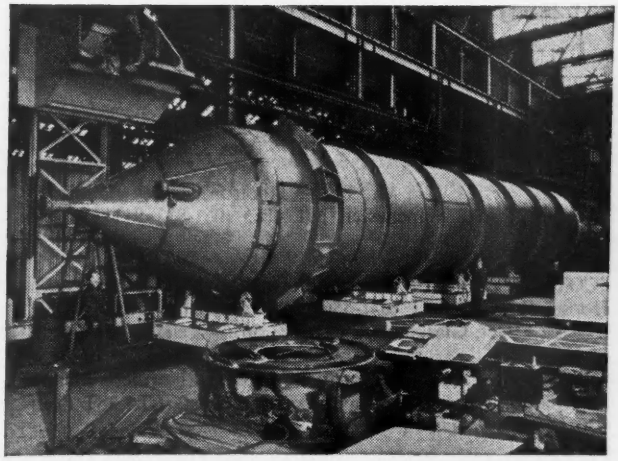
NEW South Wales is bigger than Britain and France combined and its capital, Sydney, houses more people (2.8 million) than the entire Principality of Wales. The total average population growth of Australia is 2 per cent and by the year 2000 its present total of 13 million (of whom a third live in New South Wales) will double. More than a quarter of Australia's entire population live within a radius of 250 miles of Sydney. Despite intensive efforts at decentralisation Metropolitan Sydney continues to grow. Before the end of the century, the close industrial association between Newcastle, 100 miles to the north of Sydney and Wollongong, 60 miles to the south, and the effect of decreasing travel times between them as a result of major new roadworks and improved railways will inevitably produce one of the world's major conurbations and cement New South Wales supremacy as Australia's largest single market and largest labour force.

Gross National Product

Australia's Gross National Product in 1971-72 was more than $A36,000 million and is expected to reach $64,000 million by 1980. New South Wales is the biggest single contributor with more than a third of the nation's primary agricultural production; over 90 per cent of its iron and steel; 74 per cent of its black coal; and, a fact which is often overshadowed by the dramatic mineral discoveries in other States, 63 per cent of lead, 69 per cent of zinc, 60 per cent of zircon and 64 per cent of rutile. Forty per cent of Australia's manufacturing industry is located in New South Wales and is responsible for 42 per cent of total Australian production. It turns out locomotives, machine tools, heavy earth moving equipment, fabricated steel and ships.

Industrial urgency of the New South Wales variety is bound to generate heroic-sized projects. At Port Kembla Australian Iron and Steel Pty. Ltd., the steel-making subsidiary of Australia's industrial colossus, Broken Hill Pty. Co. Ltd., has recently commissioned the new No. 5 blast furnace and the No. 5 coke ovens at a cost of over $300 million. And work has already begun on the next stage of development which will boost production to an annual output of 6.1 million tons of raw steel. The company is also the largest coalminer in Australia and the biggest Australian buyer and user of British longwall mining equipment. BHP's Newcastle steel-making subsidiary, Commonwealth Steel Co. Ltd., has also embarked on a multi-million dollar expansion plan to lift its raw steel output to 2.7 million tons annually. A consortium of American, Japanese and German steel interests is examining a proposal to site a major steelworks at Jervis Bay at a cost—according to the final size—at between $300 million and $1,500 million. The redevelopment of Botany Bay to provide deep draught and bulk trade facilities at a cost of $85 million has begun. The Australian Gas Light Company have appointed Engineering Managers for the construction of an 800 mile natural gas pipeline from the Cooper Basin Gas Fields of South Australia to

(*continued on next page*)



A large pressure vessel for a modern chemical complex shown under construction at the Regents Park, Sydney plant of Babcock and Wilcox. The plant occupies 32 acres in Sydney's busy industrial suburbs and employs a works staff of about 700 men and an equal number on outside construction work.

The interior of the turbine hall of New South Wales' largest power station at Liddell. When the station is fully commissioned in 1973 it will supply 32 per cent of the States' total needs. GEC/AEI are supplying the four 500 MW turbines and have built the station's huge materials handling equipment.

Sydney at a cost of $150 million. A further $30 million will be spent converting household appliances in the Sydney metropolitan area. This expansionist mood has touched off a property development explosion in Sydney where, in 1971 alone, eight major buildings costing more than $30 million in total were completed and where another 36 with a total value of $120 million are under construction. Overshadowing these is the State Government's plan to redevelop the 'Rocks', the area immediately south of Sydney Harbour Bridge at a cost of $500 million. To move Sydney's millions quickly and comfortably, the first stage of the Eastern Suburbs Railway extension costing $85 million has begun, and elsewhere in the State 350 miles of new freeways costing $2,600 million are planned over the next 30 years. And to provide for the water needs of the East Coast complex up to the year 2010, work has started on the $160 million Shoalhaven Dam scheme.

Indications of prosperity

Some indications of the sort of prosperity enjoyed by Australians is to be found in the motor vehicles in use—363 per thousand of population—and telephones in use—282 per thousand of population—in both cases second only to the United States. This is bound up with the startling growth of the major industries. In the 10 years 1957/58 to 1967/68 in New South Wales production in the iron and steel industry rose by 108 per cent, in plastics by 276 per cent, and in mineral oils by 234 per cent. Although Australia is seeking to promote import replacement industries, she continues to rely heavily on imports. To take just a handful of the more important examples, she spent in 1971/72 $96.2 million on electric power machinery and switchgear ($195.4 million on other electrical machinery apparatus and appliances); $63.6 million on medicinal and pharmaceutical products; $42.7 million on inorganic chemicals; $43.6 million on textile and leather machinery. And her imports do not stop at the tangible and visible. Her new manufacturing industries are very much aware of the need for access to research and development and are quick to seize opportunities for manufacture under licence.

The value of foreign imports into New South Wales in 1970/71 was $1,822 million of which Britain provided $404.3 million or 22.2 per cent. But in order to maintain this share in a market with average annual growth approaching 10 per cent we shall have to pull out all the stops.

Tailor-made export intelligence

The computer based Export Intelligence Service of the Department of Trade & Industry daily transmits Overseas Market Intelligence to more than five thousand British companies. It is designed to meet the needs of the individual exporter and to save him valuable time by matching his product or service, market and intelligence requirements to the information much of which is exclusive, that comes in daily from the British Commercial Offices in 220 Overseas Posts. Subscribers can choose from over 6,000 product categories, 200 geographical areas or countries and 16 categories of information such as specific export opportunities, calls for tender, short market pointers, tariff, etc. An initial subscription of £25 provides the subscriber with 500 notices over any period of time, ie the cost is only 5p per notice. Notices will be selected to accord with the subscriber's registered market/subject interests. For further details apply to: Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU: Tel: 01-248 5757 ext 430 or 556, quoting your name, company, address and telephone number.

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (Tel: 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (Tel: 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (Tel: 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (Tel: 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (Tel: 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (Tel: 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021-643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (Tel: 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (Tel: 28066—Telex 49327).

Lord Limerick, Parliamentary Under-Secretary of State for Trade, speaking at the 'Trading with Hungary' forum in London last week. The forum was organised by the London and Hungarian Chambers of Commerce, whose presidents are seated next to Lord Limerick—Sir Patrick Reilly (right) and Mr. Odon Kallos. Nearest the camera is Professor I. Szasz, head of the Law Department, Hungarian Ministry of Foreign Trade.

'Study opportunities for exporting to Hungary'

—Lord Limerick

BRITAIN is looking for closer trading relations with Hungary, said Lord Limerick, Parliamentary Under-Secretary of State for Trade, at the 'Trading with Hungary' forum in London on November 22. 'The United Kingdom is on the threshold of joining the European Community and we know that the trading implications of this are a cause of concern to our Hungarian friends,' he said. 'I will, however, remind you of the emphasis placed on closer relations with Eastern Europe by Mr. Heath in his speech on the signing of the Treaty of Accession. The Prime Minister pointed out that Europe was more than Western Europe alone and that 'the European Communities, far from creating barriers, have served to extend East/West trade and other exchanges. Britain has much to contribute to this process and as members of the Community we shall be better able to do so.' This is no idle statement. Her Majesty's Government has every intention of carrying out this promise. One obvious way of doing so is by increasing trade.'

Imbalance of Trade

Trade between the two countries had almost doubled in the last five years, said Lord Limerick. 'But really I feel that we could have done better than that. It has been a feature of recent years that the growth in United Kingdom exports to Hungary has not been matched by a comparable growth in Hungary's exports to us. This imbalance remains, but I am therefore particularly pleased to see that there has been a gratifying increase in Hungarian exports to this country this year.'

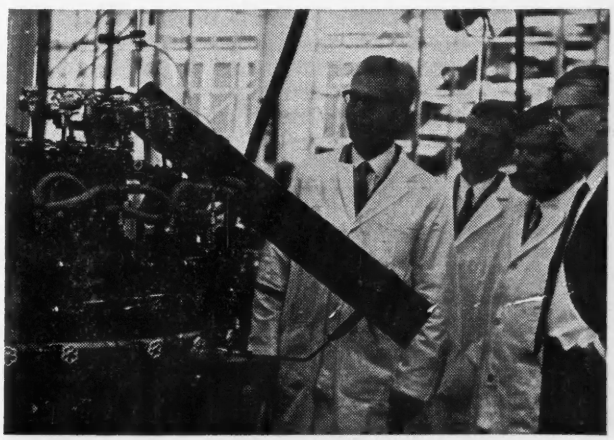
Speaking of the different methods of trading, Lord Limerick said: 'Our two countries operate within entirely different frameworks. I don't for a moment suggest that this is a bad thing, but I do say that the differences in trading patterns must be clearly and realistically recognised if we are to make significant progress in expanding trade as we both wish. These differences both impose limitations and point the way to success.

'In Hungary, external trade is conducted substantially within the Comecon, and convertibility of currency imposes a further constraint on trade with the West. Hungarian planning, methods of ordering and concluding contracts are different from ours. This means that British traders must study plans and methods to inform themselves of where their real opportunitites lie. It also means that there are fewer points of purchase for them to concern themselves with. Our Hungarian friends probably do not realise, however, the effect that is required of individual firms. often small firms with limited resources, to acquire and act on this information. They can help enormously by bringing specific apportunities to the attention of our commercial officers in Budapest, to the Chamber of Commerce, the DTI, or any other body concerned with Anglo-Hungarian trade, for general dissemination to the exporters who may be interested. In this way a better service can be expected.

Export industries 'robust and competitive'

'In Britain, our industry is very widespread, and as I am only too well aware it is not a creature of Government. Rather it serves its own purposes, and we should never forget that it is profit-motivated. If the supplier, the technician or the constructor sees many complications, too long a time-scale or too little expectation of profit, he will lose interest and the potential overseas buyer will not get the bids or the service which he expects, to the mutual disappointment of both. Our export industries are generally robust and competitive, but our Hungarian friends should please remember that nothing will move without a fair and reasonable expectation of profit on the part of the exporter.'

As part of the Anglo-Hungarian Technological Agreement a mission of corrosion experts from Hungary visited this country last week under the leadership of Dr. Geza Ohegyi of the Hungarian State Office of Technical Development. The team explored the possibilities of further collaboration in corrosion control. Besides discussions with the DTI and the National Council of Corrosion Societies, the Mission's programme included visits to companies active in corrosion control and metal-finishing, as well as to the British Non-ferrous Metals Research Association, the Corporate Laboratories of the British Steel Corporation and the Department of Metallurgy and Materials of the City of London Polytechnic.



Soviet engineers inspecting a vacuum flask glass cutting and flaring machine during a recent acceptance test at the Badalex factory, Weybridge. Mr. E. G. Collins, Badalex director of engineering, is on the right. The machine is part of an order for two complete factory installations for manufacturing vacuum flasks, the first of which is now being completed for delivery to the Soviet Union. The second factory is expected to be commissioned next year. Both plants will have a production capacity of some 10 million vacuum flasks a year.

Minister urges faster expansion of trade with South-East Asia

A CALL for a faster expansion of trade with South-East Asia was made by Lord Limerick, Parliamentary Under-Secretary of State for Trade at the *Financial Times*' conference on 'Business Opportunities in South-East Asia' in London on November 21.

He said that Britain's trade with Singapore had fallen from 10.4 per cent in 1965 to 7.3 per cent in 1971, while Japan and the United States had increased their shares over the same period. With Malaysia, our share of trade fell from 20 per cent to 15.6 per cent between 1965 and 1971 while, in the same period, that of Japan rose from 11.5 per cent to 20.1 per cent. 'I know I am speaking for all of you when I say that we are not satisfied with this level,' he said.

'The British Overseas Trade Board and the Department of Trade and Industry are there to serve you and are determined to assist British exporters wherever they can. By organising industrial exhibitions such as in Singapore in October last year, in Hong Kong just a month ago, and in providing financial assistance to outward and inward business missions and in other ways, the Government seeks to help with the many problems that face exporters. The British Overseas Trade Board has, as you know, the knowledge and experience of the Malaysia/Singapore Commercial Association to call on to assist it in providing the best possible assistance to British exporters. The Board would welcome any advice or suggestions as to how it can help to promote a faster expansion of two-way trade with Malaysia and Singapore with whom this country has had such close ties for so long. The Government also helps through the Credit insurance offered by the Export Credit Guarantee Department, and this year we started new forms of assistance in the shape of the Overseas Investment Guarantee Scheme operated by ECGD, and also by making available financial assistance to offset the cost of pre-investment feasibility studies, another new service which is operated by the Overseas Development Administration.

Representatives of member firms of the Electronic Engineering Association recently visited the headquarters of the Central Office of Information where they were shown the Department's extensive overseas publicity services available to exporters. In this picture the Director-General of the COI, Mr. Donald Bickerton (right), is shown with Captain R. A. Villiers, RN, director of the EEA (centre) and Mr. E. W. Young, publicity manager of Smiths Industries' aviation division.

'In concluding, however, I went to stress the familiar message that, ultimately, success lies in the hands of the British exporter himself, be he export director, machine operator or shop steward. The opportunities in South-East Asia are there, but the rewards will not be obtained unless the product,

1. is what the customer wants (design and specification)
2. is at a competitive price
3. can be delivered in time—and
4. on time and is backed up by an efficient after-sales service.

The Government of course can help, and does help, by striving to create a stable economic climate at home conducive to the expansion of exports.

'But in the end, the extent of our competitiveness is the touchstone. And that is one of the principal reasons for our joining the EEC. The much larger domestic base from which our industry and commerce will be able to operate in healthy competition with their Member counterparts should strengthen their position in world markets. The greater prosperity that will follow will create greater needs for imported products which countries such as Malaysia and Singapore are in a position to supply. Even though our entry will, it is true, present some initial problems I am confident that solutions will be found, and that Britain's membership of an outward-looking EEC will result in a greater expansion of trade with South-East Asia to our mutual benefit.'

Finance for exports

THE BANKER RESEARCH UNIT, in collaboration with MR. RICHARD FRY, C.B.E., (former City Editor of the Guardian) announce the launching on December 1st of a new service of vital concern to all companies engaged in exporting.

The B.R.U. Export Finance Service will provide accurate, up-to-date information on the terms at which exports are insured and financed in the major exporting countries of the United Kingdom, the United States, Western Germany, France, Italy and Japan.

Mr. Richard Fry is acknowledged as the leading authority on export finance since his widely acclaimed study on this topic for the BNEC. The BNEC no longer exists and now no single source of accurate information of this type is available. Yet with the rapid introduction of new features in national export credit facilities and the fluid nature of interest rates it is essential that exporters be accurately informed, not only what is available to them locally, but what is also available to the competition abroad.

For full details write to or telephone
THE BANKER RESEARCH UNIT,
Bracken House, 10 Cannon St., London EC4P4BY.
Tel: 01-248 8000 Ext. 7168

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Department of Trade and Industry Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London, EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Munich pollution show illustrates export potential to West Germany

From the Vice-Consul (Commercial), Munich. Taking place at a time when the world in general is showing increased interest in solving the problems of pollution of the environment, the third international Sewage and Refuse Engineering Exhibition (IFAT 72) which was held in Munich this month, attracted technical experts from all over the world. They discussed mutual problems and evaluated suggested solutions on a subject which presents a basic threat to civilisation as we know it today. Running concurrently with the industrial exhibition was the second European Sewage and Refuse Disposal Symposium organised by the West German Sewage Technical Association with support from Associated Organisations from the Common Market countries as well as from Great Britain and Austria.

A total of 300 firms and industrial associations from 14 countries participated at IFAT 72, and the reader can draw his own conclusions from the fact that at the last exhibition in 1969 the number of exhibitors was 184 from nine different countries.

British industrial participation at what is now considered to be one of the definitive trade fairs in Europe for sewage and refuse engineering, consisted of ten firms on a Joint Venture stand organized by the British Water and Effluent Treatment Plant Association in conjunction with the BOTB. Also on the stand was an exhibit from the Water Pollution Research Laboratory and the Water Research Association. One British firm exhibited separately on its own stand.

Wellhead of interest

Although legislation tailored to the needs of the individual countries must necessarily form the basis for effective pollution control, Germany is of particular interest not least because it is to a large extent the wellhead for many of the countries surrounding its borders.

The Federal Ministry of the Interior is the co-ordinating ministry for pollution matters. A series of committee reports commissioned by the Federal Government estimate that the cost of conservation of the environment for the period 1971 to 1975 will involve DM 28,000 million in capital investment and DM 8,000 million for operating costs. Of this the public expenditure is estimated at DM 15,300, and DM 3,600 million respectively, much of which will be borne by the municipal authorities to improve sewage-disposal facilities. The second biggest spender after the public authorities will be the chemical industry, with DM 6,800 million operating costs. The remainder will be shared between other industries, private vehicles, etc.

All this serves to show the enormous potential market in West Germany for sewage plant and associated instrumentation, and it is fair to assume that with the stable and prosperous economy of West Germany, a large proportion of estimated requirements will in fact be converted into hard-cash transactions.

That other countries are thinking to a greater or lesser extent along the same lines as the German Federal Republic was displayed by the international nature of inquiry received by the British firms at IFAT. Visitors from Italy, France and Spain were particularly prominent on the Joint Venture, stand most of them being city engineers, consultancy firms and representatives from industries with a particular pollution problem to solve. This international respect and interest in the technical contributions offered by British industry was further underlined by the unanimous satisfaction expressed by all the British exhibitors.

The WPRL and WRA stand, essentially a contact and information point, received many inquiries for further information about the organisations' work, and this was further reflected on the other stands offering industrial products. Great interest was shown in the mechanical de-watering plant of Edwards and Jones Ltd. to the extent that the firm will probably be asked to quote for three local authorities on the Continent. Similar interest was recorded in the filter-bed plastic components manufactured by Mass Transfer Ltd., particularly from Italy.

Many inquiries were received by Imperial Chemical Industries for their Flocor system of biological treatment of liquids, while a working model of the refuse-pulverising equipment on the stand of Vickers Ltd. attracted local television coverage and a visit from the Bavarian ministry concerned with pollution. Lucas Furnace Developments, who exhibited independently, consolidated the interest shown in their refuse-incineration equipment at the last IFAT in 1969, particular interest on this occasion being expressed in the ability of the plant to dispose of motor-vehicle tyres.

All exhibitors remarked on the international flavour of the fair and were unanimous in the view that IFAT provided a platform of great commercial interest to pollution equipment and instrument manufacturers. Particular praise came for the design and construction of the Joint Venture stand, which it may fairly be said was the most outstanding presentation at the exhibition. Some surprise, however, was expressed by overseas visitors that with the amount of known expertise in the United Kingdom, the British contingent was not larger.

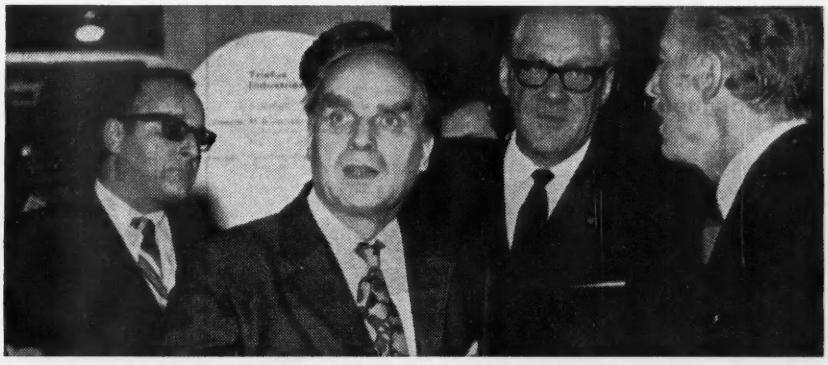
Frankfurt Joint Venture

THE British Joint Venture at the Frankfurt International Textiles for Clothing exhibition was praised by British Overseas Trade Board member Mr. Jan Lewando last week.

Mr. Lewando, chairman of Carrington Viyella Ltd., was speaking at a press conference at 'Interstoff' organised by the National Wool Textiles Export Corporation, sponsors of the venture.

He referred to the 'close working partnership between the British Government, the British Overseas Trade Board, the trade associations and industry which has so greatly assisted the successful development of British participation in the Interstoff fair. There are nearly 100 British firms here under the auspices of the Board and the DTI.' In 1972 the projected deliveries of the British wool textile industry to western Europe are likely to approach £30 million, an increase of more than 10 per cent on last year.

Full report next week.



The Swedish Minister of Industry, Mr. Rune Johansson, visited the British stand at the Scandplast event in Gothenburg. L to r: Mr. A. Wleeshowers, organiser of the show, the Minister, Mr. S. Ljungcrantz, of Svenska Massan, and Mr. T. H. Abraham, British Consul (Commercial).

Largest plastics show in the Nordic countries

From the British Consulate-General, Gothenburg: There are about 30,000 people employed in the Swedish plastics industry, and Sweden has for many years been among the world's largest consumers. At the second International Plastics Show 'Scandplast' held in the middle of this month, 500 companies from 23 countries exhibited, and the equipment on display was reputed to have weighed 1,700 tons.

Charter flights and buses brought in delegations from Norway, Finland and Denmark, and over 20,000 people attended in all, nine out of ten of them buyers and industrialists.

The British exhibit was sponsored jointly by the Federation of Sussex Industries and the British Overseas Trade Board, and all exhibitors made useful contacts, one getting inquiries for £200,000-worth of pipe insulation and moulding machines.

New accounts were opened and reciprocal trade agreements were negotiated with Scandinavian countries and Western Germany. Viking Engineering Co. report having sold two of their machines on the Scandinavian market, orders worth £12,000.

Most of the stands at the Fair were large ones and, apart from the British Joint Venture, Bone Cravens Ltd. had an important exhibit. German and Italian companies were, of course, well represented, and the Association of Swedish Plastics Manufacturers had a joint stand representing 53 companies. Six Norwegian plastics manufacturers had joined in an export group—the Norwegian Plastics Group.

The Fair is the largest plastics event in the Nordic countries, and the organisers say that space is already being booked for the third event, scheduled for spring 1975.

NEW ZEALAND

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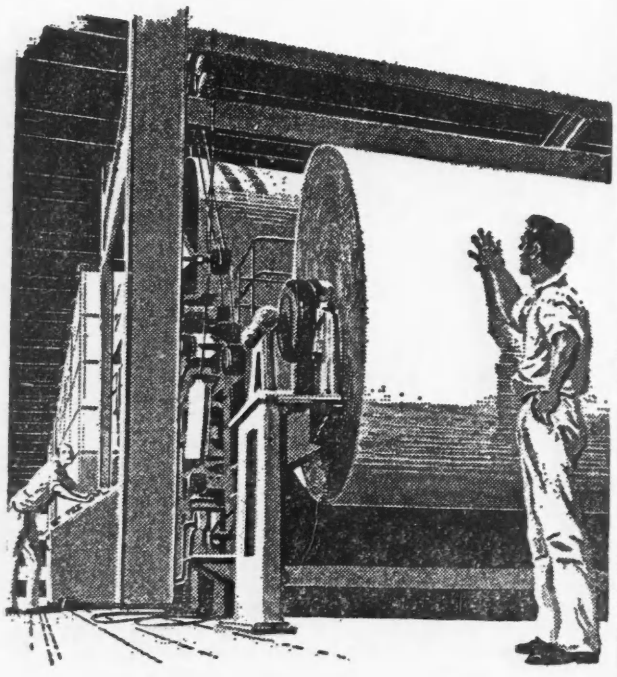

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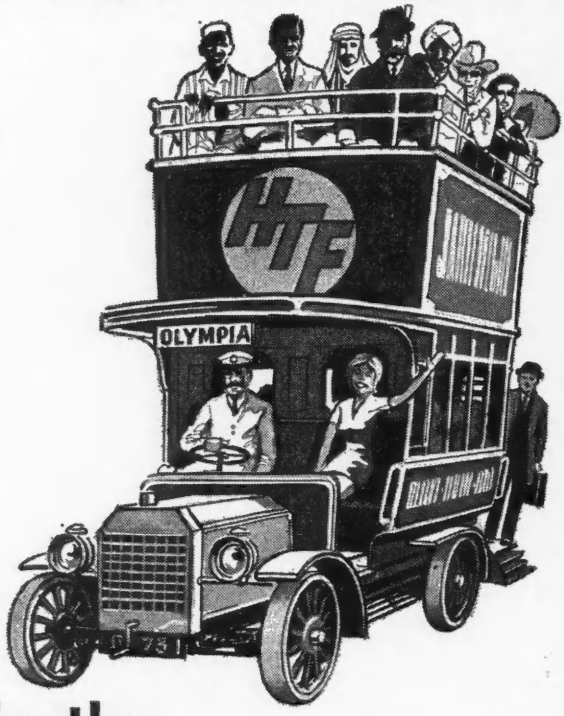

for the 19th INTERNATIONAL HARDWARE TRADES FAIR

The impending entry of Gt. Britain, Eire, and Denmark into the EEC makes the 19th HTF a trading event of great significance.

Manufacturers of hardware all over the world see the HTF as the ideal platform for breaking into the rich British home market and its world-wide trading connections. Hardware buyers coming from 80 countries find unequalled purchasing opportunities among the exhibits of over 35,000 products for home, workshop and garden.

At the 19th HTF more than 600 exhibitors from Gt. Britain, Eire, Austria, France, Germany, Italy, Spain, Canada, S. Africa, Australia and other countries will occupy all four halls at Olympia. Last year's record attendance of 30,000 home and 14,000 overseas trade visitors is bound to be broken.

If your business is hardware this is an event you will not want to miss. As a potential exhibitor or as a buyer looking for outstanding trading opportunities, your visit will prove well worth while.

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Joint Venture at Turin Motor Show once more

From the British Consulate, Turin: 'Well worth while' was the opinion of the six firms of the British Joint Venture at the 1972 Turin Motor Show, the last to be held on an annual basis. Britain was well to the fore, providing as well by far the most impressive foreign exhibits. Rolls-Royce, Bentley, Jaguar and other prestige cars took pride of place in the first main hall of the Salone.

This year's show was a much greater success than had been expected, and more than 600,000 people passed through the gates during the 10-day event. There were 570 exhibitors from 15 countries covering 300,000 sq. ft.

The British Group, sponsored by the Society of Motor Manufacturers and Traders under the BOTB's Joint Venture scheme, provided a nicely balanced display of components and accessories. Several trade inquiries were discussed by Birmid Qualcast (Foundries) Ltd., who exhibited cast-iron castings and light-alloy castings made to very high standards and dimensional accuracy and produced by all the latest technological facilities in the British foundry industry.

Jointine Products Co. Ltd., who have been supplying their Flexoid and Betaflex gasket materials to the Italian gasket fabricators for many years, had the opportunity to discuss problems and matters of interest not only with the manufacturers of gaskets but also with users. Quinton Hazell's stand was continuously visited.

Sabre Motor Accessories Ltd. and Merlin Spaco Engineering Ltd. also attracted much interest with their accessories and diesel service equipment. The greatest success would appear to have gone to Guyson Industrial Equipment Ltd., who expect to sell a number of machines.

It had been a long time since there had been a Joint Venture at Turin, but there is no doubt that the successful results fully justified the effort.

Sabre Motor Accessories Ltd. attracted interest at the Turin Motor Show, where there was a British Joint Venture for the first time for some years.

Growing competition among pneumatics and hydraulics firms evident at Zurich event

From the Consulate-General, Zurich: With a serious labour shortage, the trend in Swiss manufacturing is toward automation and rationalisation. This will undoubtedly result in further British exports of pneumatic and hydraulic components and complete systems, and British exhibitors at the Zurich International Hydraulics and Pneumatics Exhibition this month stressed the importance of being there in the face of growing competition from Italian and, especially, Japanese companies, some of which have never done business in Switzerland before.

Nineteen foreign countries occupied 71 of the 203 stands. Attendance was 19,000, 1,500 more than the last show in 1970.

Nine UK firms were sponsored by the Association of Hydraulic Equipment Manufacturers and another 10 as members of the British Compressed Air Society. The Trade and Technical Press had its own separate stand. At least 50 Swiss importers displayed British goods on their stands. France, Italy and Japan also had stands.

British manufacturers of compressors, motors, filters, all types of valves, cylinders, couplings, fittings, sealings and pneumatic tools were prominently placed in the various halls, and it became evident how important this industry is to British export efforts.

British exhibitors said it was a valuable and worthwhile undertaking in view of the improvement in the engineering industry after slight depression of the last two years.

There was more interest in British goods from importers and engineering firms from neighbouring countries. like the southern part of Germany, France and the Scandinavian countries A number of firms succeeded in finding suitable Swiss agents, and others were able to discuss agency arrangements which eventually might turn into agency agreements. Several firms were fortunate to get in contact with German importers who might effectively represent them in southern Germany.

Lagos industrial exhibition biggest BOTB operation

ENTHUSIASTIC backing by industry for the British Industrial Exhibition being staged in Lagos next year will make the venture the largest operation undertaken so far by the British Overseas Trade Board. Dates are February 26 to March 4.

Owing to vast oil revenues, considerable finances are available for machinery and equipment of all sorts throughout the country. In the private sector there is an increasing demand for a wide range of small manufacturing machinery.

In the public sector, both the Federal and the 12 state governments' plans for development foreshadow strong demand for machinery and components in the telecommunications, water-supply, drainage, sewerage and refuse disposal, transport and electricity transmission and distribution fields.

Over 300 British firms will be represented in Lagos, occupying a total area of 148,000 sq. ft.—60,000 sq. ft. under cover and 88,000 sq. ft. outside. Eligible exhibits will include metal-working machinery and accessories of all types, woodworking machinery, food-and-drink processing and packaging machinery, consumer durables and soft-goods manufacturing machinery, general and electrical machinery and components, mechanical handling equipment, power and hand tools, general industrial products and services and basic measuring, testing and control instruments.

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EXPORT ORDERS

Aerospace orders since Farnborough show top £50 million mark

SALES by Britain's aircraft and aero-engine companies overseas in the two months since Farnborough now total well over £50 million—one of their most outstanding periods for new export business in recent years, says the Society of British Aerospace Companies.

The eight weeks culminated with the new orders from China for the Hawker Siddeley Trident airliner and follow the announcement of a record £122 million of new contracts at Farnborough-Europe 72. Record aerospace exports of close to £400 million are in sight this year.

Latest company to step up its production rate is Britten-Norman, whose best-selling Islander and Trislander light transport aircraft have been ordered at more than one a day since the end of August.

Early in the New Year, Shorts of Belfast will be increasing production of the Skyvan STOL transport. In a sales boom since Farnborough, 14 of the aircraft worth some £3 million have been ordered.

Continued production of the Hawker Siddeley 125 business jet well into the mid-1970s is assured by the £20 million order from the US Beech Aircraft Corporation. With the latest order from the People's Republic of China for eight Tridents, total sales of the Hawker Siddeley jet airliner to that country are now worth £68 million. As sales have climbed for the Lockheed TriStar airliner, boosted by British European Airways decision to invest in this aircraft, so has the order book for its Rolls-Royce RB211 engine. Current requirements are worth some £275 million in installed engines and probably well over £500 million in the lifetime of the aircraft.

First PCM contract from South America

MARCONI Pulse Code Modulation equipment will go into service in South America for the first time at the end of this year when Marconi Communication Systems Ltd. supplies 10 systems to the National Telephone Company of Venezuela (CANTV). Marconi's Line Division is a major supplier of PCM equipment to the British Post Office and public services and has exported the system in a number of overseas orders, notably to Malta, Finland and Australia.

Ivory Coast orders from Britain

THE first order ever received from the Ivory Coast, Africa, by a British firm for mono and stereo record-players has been placed through Guthrie and Co. (UK) Ltd. This trial order of both battery- and mains-powered models will be supplied by Tonesta Ltd. of Hatfield Peverel, Essex. It will comprise both Carlton Mark 2 battery/mains mono, and Viscount stereo unitary systems.

A further order through these agents has been received by Guthrie to supply Rapidman 800 electronic calculators—again for the Ivory Coast. These Canadian-designed hand calculators are being supplied by Rapid Data Systems International Ltd. of Havant, Hants., and this order will be worth $17,000.

AOP orders top £¼ million

EXPORT orders received by Anglo-Overseas Products Ltd., Potters Bar, this year exceed £250,000. A notable contribution towards this has been a recent order for 48 truckmixers negotiated by AOP for Winget. The balance is made up of construction and automotive spare parts exported to 30 countries.

Cutlery to Saudi Arabia

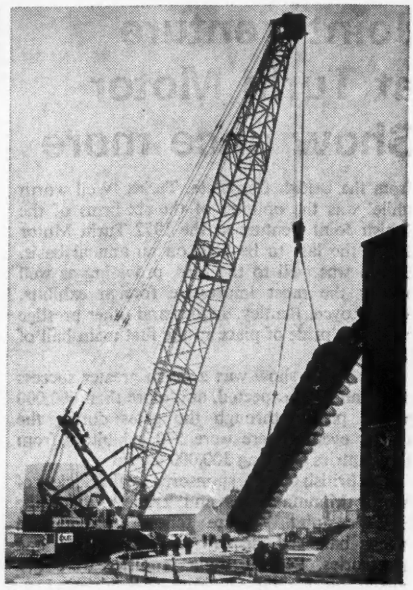
A SHEFFIELD cutlery firm has beaten competition from Sweden, Germany, France and Italy to win one of the biggest hotel-cutlery contracts ever to come to Sheffield. The order, worth £20,000 in export terms, is from a new 1,000 bedroom hotel, the Algosaibi, in Dammam, Saudi Arabia, and is for a complete banqueting suite of around 27,000 pieces of cutlery and holloware.

Scots jam to Europe

FIVE European cities in five days in a quest for more business for his company's Scottish preserves is the programme which Mr. James MacGregor, joint managing director of R. and W. Scott of Carluke, Lanarkshire, planned for himself and which began on Sunday last.

Between then and November 17, Mr. MacGregor is visiting Helsinki, Stockholm, Oslo, Copenhagen and finally Paris before returning to Glasgow.

R. and W. Scott export their jams, jellies and other preserves to about 60 countries, and they claim that they are responsible for about 17 per cent of all Britain's jam exports, sending more than 1,000 tons of jams to the EEC countries last year.



The first production model of the Coles Colossus, a 14-wheel 67 ft. crane built by Coles Heavy Crane Division of Darlington, was recently handed over. When rigged as a tower crane, it has an overall height of 400 ft.—or twice the size of Nelson's column. Powered by a 450 hp Rolls-Royce engine, it has two 136 kW main direct-current generators supplied by GEC Machines Ltd. and three 167 hp hoist motors. The second model is going to Scotland and the third and fourth to Switzerland and Bermuda.

Label-machine exports near £100,000

A NEW £10,000 deal with an Italian printed-label firm, announced by Payne-Hargreaves, the Nottingham-based labelling combine, brings the total value of Elegant label-machine exports to world markets to nearly £100,000.

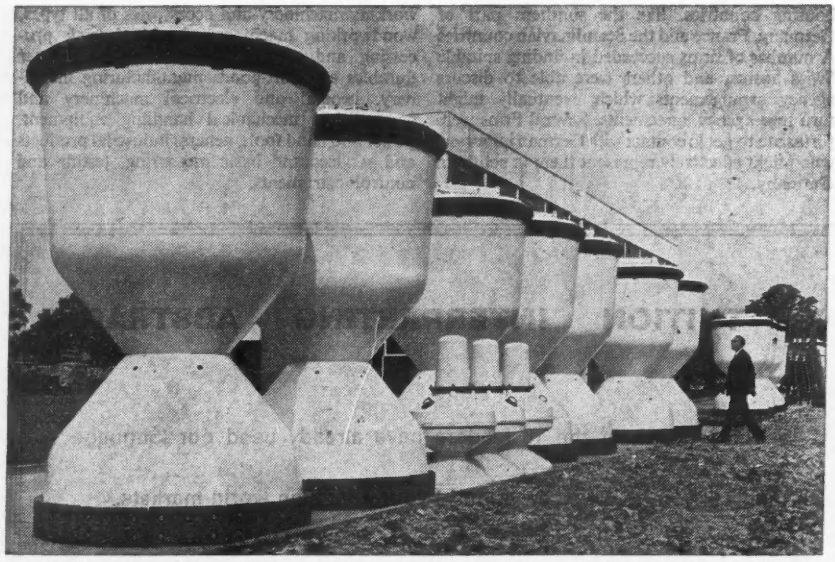
This has been achieved in under two years, with installations already firmly established in Japan, Australia and Portugal, and others worth several thousand pounds planned for New Zealand and South Africa.

Negotiations were also taking place with label firms in South America and Germany. In addition to machinery, the Italian firm, based near Milan, was supplied with technical know-how for printing the labels.

John White completes seven years of exports to Russia

JOHN White Footwear has just completed the shipment to the Soviet Union of £135,000-worth of men's boots and shoes. It is the seventh successive year that the Higham Ferrers, Northants, company has been awarded a bulk order by Raznoexport, the Soviet state buying organisation.

The 1972 Russian order comprised warm lined boots and single-sole dress shoes. Total value of the business to John White since 1966 has now reached £1,165,000.



Not 12 ft. egg-cups or giant chessmen but navigation aids en route from Stone-Platt Crawley Ltd. to Bangladesh, part of a £350,000 order announced in June. With steel lighting towers fitted, these glass-reinforced plastic Osprey light buoys are taller than a two-storey house and their curious shape helps to keep them upright in fast tidal streams and rough weather.

East/West link in Holland for British computer

A GROUP of three British companies have combined to provide the first system to interface a British computer with a Russian Minsk 32 computer. The complete system is based on Digico's Micro 16P mini computer and will be installed in Elorg BV's computer bureau in Hilversum, Holland.

The system is the result of successful co-ordination between Digico Ltd., the Letchworth based all-British manufacturers of mini-computers, Feedback Data Ltd., of Uckfield, Sussex, manufacturers of magnetic tape transports and factory-floor and attendance-recording data-collection systems, who provided the interfaces, and Teknos Management Ltd., specialists in software systems, especially in front-ending and communications environments, who provided the software package.

Total value of the contract developed for Datacon BV, including disc drives, controllers and the software package, is about £100,000, and the three companies intend to specialise as a consortium in systems of the type. In particular, the consortium sees a major market in front-ending the ICL 1900 series. The software package now developed is compatible with any computer system.

Further increase in Angus exports

WITH results in for the first nine months of the year, Angus Fire Armour Division of Thame, Oxfordshire, report an increase of some 9 per cent in their overseas activity. International trading now accounts for 55 per cent of the division's activity.

Important exports for new factory

GREECE, Singapore and Portugal are among current overseas buyers of materials handling equipment manufactured by Montgomerie Reid at its new Poole factory. Orders worth over £80,000 for 33 vehicles and accompanying spares have been shipped to these three countries during October.

Twelve FEM 205 battery electric, counter-balanced fork-lift trucks (now designated MR40) have been ordered by the Piraeus Port Organisation for work in the port of Athens. They will be employed on general dockside duties and in ships' holds.

The order balance is made up of 21 MR 3000 DTs, diesel engined, rider-controlled tractors with towing capacities of 30 tons. Eleven of these vehicles have been supplied to Malaysian Singapore Airways, Singapore and a further 10 to Portugal for the Portuguese Air Force. The tractors will be used for towing aircraft and ancillary airport equipment.

Business Computers Ltd. have been conducting a campaign abroad for their latest equipment, Molecular 18, a new breed of computer which handles business accounting. The company started selling in France and in Belgium this year and have so far sold more than 20 Molecular 18 systems.

Carrier-Ross place contract

THE Effluent, Water and Plastic Engineering Division of Acalor (1948) Ltd. of Crawley, Sussex have received a valuable export order from Carrier-Ross Engineering Co. Ltd. of Croydon.

This is for the supply for shipment to Spain for a kraft pulp paper mill of a curved fibreglass, self-supporting canopy hood 22 ft. wide by 55 ft. long for a brown stock washer. Also included are six canopy hoods 12 ft. wide by 20 ft. long for bleach tanks. The seven hoods are complete with fume exhaust systems and vent ducts in pvc.

Fertiliser production know-how to Czechoslovakia

FISONS Fertiliser Division has secured an important contract for the provision of process know-how to Czechoslovakia. The Slovak Industry Enterprise DUSLO at Sala near Bratislava is to erect a single stream 1,200 tpd limestone ammonium nitrate plant at Sala, near Bratislava, according to the Fisons granulation process. The nitrogen content of the two products will be 25 and 30 per cent.

The plant, which will be one of the largest of its type in the world, is the first major unit for Fisons in Eastern Europe. A team of experts from Czechoslovakia recently spent several weeks in the UK working with Fisons engineers on the process and engineering design. It is expected that the plant will be commissioned during the course of 1975.

Davy sales of forging plant

FOLLOWING their recent sale of a large forging plant to India, the hydraulic machinery division of Davy and United Engineering Co. Ltd. of Sheffield has announced further orders worth over £750,000 for forging and extrusion equipment from both home and overseas customers.

Of the export orders, the Division has won a contract from Atlas Steels of Welland, Ontario to engineer the modernisation of an existing 2,000 ton press and equip it with modern direct oil drive and a fully integrated Davy railbound manipulator of 30 metre tons rating.

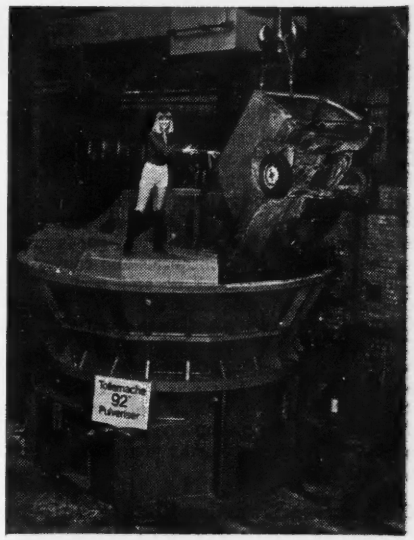
A company in India has placed an order for equipment for a 2,000 tons press for the extrusion of carbon electrodes. An agreement has also been concluded with Birdsboro Corporation, Pennysylvania, under which Birdsboro will build, manufacture and sell Davy forging plant in the USA. This co-operation has already proved successful and Birdsboro have obtained orders for forging equipment to the British design in excess of $1¼ million.

Exacta exports grow

EXACTA Circuits Ltd. of Selkirk, exporters of printed-circuit boards, has received orders in excess of £25,000 for boards to be supplied to manufacturers in France, Sweden and Denmark. The Danish order is the first to be received from the country and follows a first South African order a few weeks earlier.

Stabilisers worth £200,000

ALEXANDER Stephen Engineering Co. Ltd. have won two orders worth just over £200,000. They are for sophisticated ships-stabilising equipment to be supplied to an international firm of marine specialists. The larger of the orders is for two sets of equipment, each worth over £85,000, which Stephen will deliver in March and November of next year.



This giant 92 in. pulveriser with a record throughput of up to 75 tons per hour has been ordered by the Heil Company of Milwaukee for installation in Chicago. Impressed with the design of this £30,000 machine, the company ordered the very first model, and the makers, Tollemache Environmental Engineers Ltd. of Surbiton, expect to deliver it this month. Based on the successful Tollemache vertical shaft system, the 92 in. machine will treat all types of refuse—even a mini car, as our picture shows—grinding it into easily handled homogenous material in minutes.

Costain Australia win £2.25 million contracts

FIVE new contracts together worth £2.25 million have been won by Costain Australia Ltd., part of the British Costain Group.

The largest is for the construction of a 10-storey office building to be built for a property company in Chatswood, New South Wales. Designed by Jackson, Teece, Chesterman Willis, it will cost £1.1 million.

A 13-storey office block is to be built in William Street, Melbourne, under a £558,000 contract. The building has been designed by architects McIntyre, McIntyre and Partners Pty.

A single-storey warehouse for the Australian Wool Board is being built at Alexandria, New South Wales, at a cost of £310,000, and two other contracts concern additions to the printing works of the *Victoria Herald and Weekly Times* at Clayton, and a road/rail terminal for a firm in Enfield, New South Wales—worth respectively £157,000 and £136,000.

Firm's largest single order for metal-extrusion plant

AN export order worth more than £600,000, the most valuable single order ever obtained for its metal extrusion plant, has been won by Fielding and Platt, the Gloucester-based company.

Destined for a prominent continental producer of non-ferrous extruded metals, the plant includes a 2,500 ton horizontal extrusion press together with a considerable quantity of allied equipment. Fully automatic in operation, the plant will be used for the production of copper and brass solids and tubes.

In many respects, the press will be similar to one supplied recently to Yugoslavia. It will be fitted with a piercer and equipped with the latest design of under-water extrusion run-out equipment, the latter being used when copper tubes are being produced so as to prevent the formation of oxides on the exterior surface.

MISSIONS and TOURS

Merseyside team in South Africa

A TRADE mission organised by the Merseyside Chamber of Commerce and Industry has been to South Africa. It was under the leadership of Mr. Ifor Axworthy, manager of the overseas branch of the Midland Bank in Liverpool, and was promoting the sale of a variety of goods and services, from building chemicals and conveyor belting to gem-set jewellery and perfumery. During the tour, lasting three weeks, they visited Johannesburg, Cape Town, Port Elizabeth and Durham, and were in contact with South African Chambers of Commerce and other trade associations. This was the second time the Merseyside Chamber had sent a mission to South Africa, the previous one having been led by Mr. Robert Johnson, the present chairman of the Chamber.

Cumberland mission successful

CUMBERLAND Export Club's first trade mission exceeded the members' most optimistic hopes of success. Eight firms who took part in the mission to Amsterdam last month brought back firm and tentative orders estimated at between £500,000 and £750,000.

The club is only three years old, and Amsterdam was chosen for the first mission because of its closeness to Britain geographically, the pro-British attitude of the Dutch people and because the Netherlands will be one of Britain's new partners in the EEC.

Mr. Fred Stanley, Club chairman and managing director of Cumberland Fashions Ltd. of Maryport led the mission. 'Everybody who went was extremely pleased with the reception they got and the orders they were able to secure.' Every firm brought back firm orders and made contacts. 'I am extremely pleased to report,' Mr. Stanley said, 'that some of the firms on the mission who didn't export to the Dutch or any other market before could be shown that exporting is possible even if an industry is small.'

Fact-finding in South Africa

MR. Brian Major, overseas export sales manager of James Neill (Sheffield) Ltd., has been on a five-week fact-finding tour of South Africa, Angola and Mozambique. Paying his first visit to South Africa—and the first to Angola by any executive of the James Neill hand-tool group—Mr. Major had talks with agents, distributors and customers in Johannesburg, Durban, Pretoria, Bloemfontein, East London, Port Elizabeth and Capetown.

Agricultural engineers in USA

As sales of UK farm machinery to North America reach record levels, a British Agricultural Engineering Mission has gone to the USA to meet American and Canadian wholesalers.

This is the fourth annual visit organised by the Agricultural Engineers Association. The value of exports of British agricultural machinery, tractors and parts to the United States in the first six months of this year was £22,785,000, which is more than the exports for the same period in 1971.

Eleven British companies were represented on the mission offering a variety of products including silos, generators, rotary cultivation equipment, gear boxes, harrows, loaders, elevators, soil moving and drainage equipment, ploughs and parts of ploughs, and tractors.

NESDA chairman leads mission

MR. Maitland Mackie, chairman of the North East Scotland Development Authority, is leading NESDA's trade mission to Houston, Texas.

Mr. Walter Drysdale, managing director of Business Missions International, who are organising the mission with NESDA, made a visit to Houston to make final arrangements.

Support for the mission to Houston—the first British trade mission specifically aimed at increasing British participation in the offshore-oil industry—has been so great that the mission is one of the biggest to leave Britain.

Over 60 representatives of 45 organisations from all over the UK, with a particularly strong representation from North East Scotland, are booked on the mission, which left on November 25 and returns on December 6. They include industrial, commercial and financial organisations as well as public bodies and professional agencies.

Business mission to SE Asia

A SERIES of high-level meetings with senior government representatives from Malaysia and Singapore on the business prospects in that area has been arranged by *The Financial Times* for a party of British businessmen during a two-week mission to South-East Asia between February 17 and March 2, 1973.

Members of the mission will be having discussions with Singapore's Minister of Finance, Hon Sui Sen, Malaysia's Minister with Special Functions, Tan Sri M. Ghazali Bin Shafie, and Penang's Chief Minister, Dr. Lim Chong Eu. The briefings will cover the economic and political climate of both countries and the business opportunities now available to British Industry.

The mission, sponsored by the Westminster Chamber of Commerce and BOAC, follows a two-day conference to be held at the Europa Hotel, London, on November 21 and 22 entitled *Business opportunities in Malaysia and Singapore*, at which the speakers will include Dr. Goh Keng Swee, Deputy Prime Minister of Singapore, and Tan Sri M. Ghazali Bin Shafie.

CBI mission to Iran

A small high-level CBI mission is visiting Iran. The four-man team is led by Sir John Stevens, chairman of Morgan Grenfell and Co. Ltd. The other members of the mission are Sir Duncan Oppenheim, past-president of British American Tobacco Co. Ltd. and adviser to the board, who is also chairman of the CBI overseas investment committee, Sir Monty Prichard, chairman and managing director of Perkins Engines Group Ltd. and Mr. C. Denis Hamilton, chairman and editor-in-chief of The Times Newspapers Ltd.

Food mission to West Africa

THE British Food Export Council organised a reconnaissance mission to the Cameroons, Ivory Coast and Senegal from November 13-29 to examine the prospects for increasing food exports. As ex-French territories these countries have traditionally traded with France, but with Britain's entry into the Common Market there should be greater opportunities for British manufacturers to compete on equal terms and increase the market share, says the Council. All aspects of the market profile were researched, including local production and the strength of imports from our foreign competitors.

Led by Mr. Peter Batty of Quaker Oats Ltd., the mission included Mr. Derek Goodier of Geo. Bassett Holdings Ltd., and Mr. John Buckoke of Libby, McNeill and Libby Ltd. They will report on the full range of British food manufactures, as well as their own individua company products. Nigeria was also being visited.

To further their sales effort in Scandinavia and to show appreciation for increased business, particularly in Finland, Armstrong Patents Co. Ltd., the Melton-based shock-absorber manufacturing company, recently welcomed a party of eight Finnish Armstrong distributors to England.

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

Increase in apple imports

THE UK apple crop this year is substantially lighter than usual. In order to improve supplies to the consumer and act on prices, licences for the import of 20,000 tons of apples during the month of December are being issued. These are additional to the global quota of 15,200 tons for the period July 1-December 31 already in operation. In addition there is to be a global import quota of 31,500 tons for the month of January. Adjustments will be made in the bilateral quotas for apple imports from the Eastern Area.

A further announcement about post-Christmas import arrangements will be made as soon as possible. In the meantime the market situation is to be kept under review.

The Department of Trade and Industry are also prepared to consider applications from canners and processors for special licences to import apples for manufacturing purposes outside the quota arrangements, when they are satisfied that suitable apples cannot be obtained from other sources. Details of the conditions on which such applications will be considered may be obtained from the Import Licensing Branch of the DTI, Sanctuary Buildings, 20 Great Smith Street, SW1. (Tel. 01-222 7877 ext. 2704). Licences for the global import quota allocations for December and January will be issued automatically to existing licence holders.

Notes

The apple quotas of 15,200 tons for the first half of the crop year and of 68,750 tons for the second half have remained unchanged for a number of years, except in 1967-8 when an unusually light crop made supplementary arrangements necessary.

The announcement of a separate quota for the month of January takes account of the fact that the UK is due under the Treaty of Accession to replace the quota system with compensatory amounts for apples and pears on February 1, 1973.

The pear quota for the seven months July 1, 1972-January 31, 1973 was announced in June as 24,000 tons.

The Import Duties (Temporary Exemptions) (No. 17) Order 1972

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 17) Order 1972.

This Order provides for the continued temporary exemption from import duty, until the beginning of January 1, 1973, of Tetrahydrofuran.

The Order comes into operation on December 4, 1972 and has been published as Statutory Instrument 1972 No. 1694.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 2p) or by post from HMSO. PO Box 569, London SE1 (price 4½p).

New responsibilities for ECGD branch offices

FOLLOWING the closure of Export Credits Guarantee Department offices in Cardiff, Newcastle and Sheffield, responsibility for the areas they covered has been taken over as follows:

Bristol regional office is now servicing the area previously covered by Cardiff but ECGD will retain an official address and telephone number in Cardiff, situated in the present DTI offices at Government Buildings, Gabalfa, Cardiff CF4 4YL where an interview room will be made available for the convenience of exporters. Any exporter wishing to arrange an interview in Cardiff with ECGD should telephone Cardiff 62131, extension 479.

Manchester office has taken over responsibility for Cumberland and Westmorland from Newcastle.

Birmingham office has taken over responsibility for the parts of Derbyshire and Nottinghamshire previously covered by Sheffield office. Leeds office now serves the whole of Durham, Northumberland and Yorkshire, and the part of Lincolnshire previously covered by Sheffield office.

Mr. Ch'iao Kuan-hua, first Vice Minister of Foreign Affairs of the People's Republic of China, at the Department of Trade and Industry last week with Lord Drumalbyn, Minister without Portfolio. The Chinese Minister was in Britain as guest of the Government during a break in his return journey to China from New York, where he led the Chinese delegation at the UN General Assembly.

Mining equipment for Zambia: £2.4 million line of credit

THE Exports Guarantee Department has guaranteed a £2.4 million line of credit set up under a financial agreement between Morgan-Grenfell & Co. Ltd., acting on behalf of a consortium of banks, and Roan Consolidated Mines Ltd. of Zambia.

Under the terms of the agreement, finance will be available for 80 per cent of the value of approved contracts between UK exporters and Roan Consolidated Mines for the supply of UK capita equipment to be used in Roan's mining operations. Contracts must be placed by the end of November 1974 and have a value of at least £5,000 to be considered for inclusion in the credit. Repayment of the loan will be over three and five years depending on the individual contract value.

The members of the banking consortium are Bank of Scotland, Barclays Bank International, Clydesdale Bank, Lloyds Bank, Midland Bank, National Westminster Bank, The Royal Bank of Scotland and Williams and Glyn's Bank.

Exporters interested in this facility should contact Mr. A. Hardie of ECGD (tel. 01-606 6699 ext. 7369) or Mr. J. F. T. Dundas of Morgan-Grenfell (tel. 01-588 4545).

Bus chassis for Kenya: ECGD backs £323,000 loan

THE Export Credits Guarantee Department has guaranteed a £323,000 loan provided by Standard Bank Finance and Development Corporation, acting on behalf of themselves and National Westminster Bank Ltd., under a financial agreement with Kenya Bus Services Ltd. The loan will finance 85 per cent of several contracts between British Leyland Motor Corporation Ltd. and Kenya Bus Services, under which British Leyland will supply vehicle chassis to the Kenyan company; the balance will be met from the buyer's own resources. Repayment of the loan will be over five years from the mean delivery date.

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1971-72 was £3,813 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)

London postal districts E, and EC2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

London (South)

London postal districts of EC4, SE1-27 and SW1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. J. A. Link, First Floor, Lancaster House, 70 Newington Causeway, SE1 6EG. Tel. 01-407 5011. Telex 888575.

London (North)

London postal districts of N, EC1, WC1 and 2, County of Hertford and Middlesex (part GLC area only).
H. Watson, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 01-405 8991. Telex 263615.

London (West End)

London postal district NW and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V3PB. Tel. 01-437 2292. Telex 24105.

Bedford

Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northampton.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. Telex 82350.

Belfast

The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel. Belfast 31743/4. Telex 74577.

Birmingham

Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor, Stafford and parts of the counties of Derby and Nottingham.
R. J. Thomas (Acting) Chamber of Commerce House, Harborne Road, Birmingham B15 3DL Tel. 021-454 4375. Telex 33132.

Bristol

Counties of Gloucester, Wiltshire, Dorset, Somerset, Devon, Cornwall, the Channel Isles, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
W. D. Begg, Washington House, Great George St., Bristol BS1 5QL. Tel. Bristol 22102. Telex 44248.

Crawley

Counties of Surrey (excluding GLC area) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, Crawley, Sussex. Tel. 23444. Telex 87374.

Edinburgh

The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. 031-225 3004. Telex 72170.

Glasgow

The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. 041-221 3056. Telex 77130.

Leeds

The counties of York, Durham, Northumberland, and part of Lincolnshire.
W. Ford, Liverpool Victoria House, 8 Otley Rd., Leeds LS6 2AN. Tel. Leeds 782121. Telex 55125.

Liverpool

The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. 051-236 5756. Telex 62537.

Manchester

Parts of Lancashire, Cheshire and Derbyshire, and all of Cumberland and Westmorland.
J. C. Cawthron, Cheshire House, 18-20 Booth St., Manchester M2 4AJ. Tel. 061-236 8861. Telex 667756.

Nottingham

Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
T. W. Hawes, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. Nottingham 46585. Telex 37566.

Reading

Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. Telex. 848422.

New York

In the United States exporters can obtain assistance from the Department's resident Representative for the USA and Canada. J. A. Dorrian DFM c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593-2258. Telex 420543.

Certificates of origin: issuing bodies

THE following organisations have been designated by the United Kingdom Government for the purpose of issuing certificates of origin under Article 11 of the International Convention relating to the Simplification of Customs formalities 1923 and the European Free Trade Areas Convention:

Aberdeen Chamber of Commerce
Ayr Chamber of Commerce

Barnsley & District Chamber of Commerce
Batley & Birstall Chamber of Commerce
Birkenhead Chamber of Commerce
Birmingham Chamber of Commerce & Industry
Blackburn & District Chamber of Commerce
Bolton & District Chamber of Commerce
Bradford Chamber of Commerce
Brighton & Hove Chamber of Commerce & Trade
Bristol Chamber of Commerce & Shipping
Burnley & District Chamber of Commerce & Industry
Burton upon Trent & District Chamber of Commerce & Industry
Bury & District Chamber of Commerce

Cardiff Chamber of Commerce
Carlisle Chamber of Commerce
*Chester & North Wales Chamber of Commerce
*Chesterfield Chamber of Commerce
Colchester and District Chamber of Trade & Commerce
Coventry Chamber of Commerce
Croydon Chamber of Commerce

Derby & Derbyshire Chamber of Commerce
Dewsbury Chamber of Commerce
Doncaster Chamber of Commerce
Dudley & District Chamber of Commerce
Dundee Chamber of Commerce

Edinburgh Chamber of Commerce & Manufactures
Exeter & District Chamber of Commerce

Forth Valley Chamber of Commerce (Falkirk)

Glasgow Chamber of Commerce
Gloucester & County Chamber of Commerce
Goole Chamber of Commerce & Shipping
*Grantham Chamber of Commerce
Great Grimsby Chamber of Commerce & Shipping
Great Yarmouth Chamber of Commerce
Greenock Chamber of Commerce & Manufactures

Halifax & District Chamber of Commerce
Huddersfield & Spen Valley Chamber of Commerce
Hull Chamber of Commerce & Shipping

Ipswich Chamber of Commerce & Shipping
Isle of Man Chamber of Commerce (Douglas)
Isle of Wight Chamber of Commerce (Newport)

Jersey Chamber of Commerce (St. Helier)

Kendal & District Incorporated Chamber of Commerce & Manufactures
Kidderminster Chamber of Commerce (Birmingham)
Kirkcaldy & East Fife Chamber of Commerce

Lancaster, Morecambe & District Chamber of Commerce (Lancaster)
Leeds Chamber of Commerce & Industry
Leicester & County Chamber of Commerce & Industry
Leith Chamber of Commerce
Lincoln Chamber of Commerce
London Chamber of Commerce & Industry
Lowestoft Chamber of Commerce
Luton, Dunstable & District Chamber of Commerce (Luton)

Manchester Chamber of Commerce
Medway Chamber of Commerce

Merseyside Chamber of Commerce & Industry (Liverpool)
Mid Herts Chamber of Commerce

Neath, Briton Ferry & District Chamber of Commerce (Neath)
Newark Chamber of Commerce
*Newhaven & District Chamber of Commerce
Newport & Monmouthshire Chamber of Commerce
North Lindsey Chamber of Commerce
North Staffordshire Chamber of Commerce & Industry
Northampton & County Chamber of Commerce
Northern Ireland Chamber of Commerce & Industry (Belfast)
Norwich Chamber of Commerce
Nottingham Chamber of Commerce & Industry

*Oldham & District Chamber of Commerce
Ossett Chamber of Commerce

Paisley Chamber of Commerce & Industry Ltd.
Perthshire Chamber of Commerce (Perth)
Plymouth Chamber of Trade & Commerce
Poole, Bournemouth & District Chamber of Commerce (Bournemouth)
Port of Portsmouth Chamber of Commerce
Port Talbot Chamber of Commerce & Shipping
Preston & District Chamber of Commerce

Reading Chamber of Commerce & Trade
Rochdale & District Chamber of Commerce
Rotherham & District Chamber of Commerce
Rugby Chamber of Commerce
*Runcorn & District Chamber of Commerce

Sheffield Chamber of Commerce & Manufactures
Slough & District Chamber of Commerce & Industry (Branch issuing office) also at London Airport (Heathrow)
South of Scotland Chamber of Commerce (Hawick)
Southampton Chamber of Commerce
Stockport Chamber of Commerce
Swansea Chamber of Commerce & Shipping

Telford Chamber of Industry and Commerce Ltd.
Teesside and District Chamber of Commerce
Royal Tunbridge Wells Chamber of Trade
Tyne & Wear Chamber of Commerce (Newcastle upon Tyne)

Wakefield Chamber of Commerce & Shipping
Walsall Chamber of Commerce & Industry
Warrington Chamber of Commerce
*Westbury Chamber of Commerce & Trade
City of Westminster Chamber of Commerce
*Widnes Chamber of Commerce
*Wigan & District Chamber of Commerce
Wolverhampton Chamber of Commerce & Industry
Worcester Chamber of Commerce

*Does NOT issue EFTA certificate of origin.

The list previously published in *Trade and Industry* of June 1, 1972, is hereby cancelled.

Information for exporters

Exporters are informed that foreign Customs authorities may refuse certificates of origin other than those issued by organisations designated by the Department of Trade and Industry and listed above. Exporters are advised that difficulties may also arise over documents which do no more than authenticate the signature of the declarer (even if the signature of the declarer is later officially authenticated).

Refusal by foreign Customs authorities to accept certificates of origin or difficulties arising, for the reasons given above, are almost bound to lead to delay in delivery of the goods concerned, and may in certain circumstances lead to forfeiture of the goods, or in the imposition of financial penalties, or both.

Chambers of Commerce seeking designation to issue certificates of origin universally acceptable to foreign Customs authorities under the provisions of international, or where applicable EFTA. Conventions should apply in the first instance to the Association of British Chambers of Commerce, 68 Queen Street, London EC4N 1SN, as the ABCC acts as an advisory body to the Department of Trade and Industry on these matters.

Brazil: new Industrial Property Code

UNDER the provisions of Brazil's new Industrial Property Code, registration of new patent and trade mark licence agreements with the National Institute of Industrial Property (INPI) is compulsory. The Institute will not accept agreements which impose restrictions on the export of products covered by the licence or on the import of goods necessary for the manufacture of the products concerned. The registration of such licence agreements with the Central Bank continues to be necessary. A notice in *Trade and Industry*, March 16, 1972, page 464, gave information about the main changes introduced by the Code, which became effective on December 31, 1971. An unofficial translation of the new Code is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention, Chancery House, Chancery Lane, London WC2.

Hints to business men booklets

REVISED editions of the booklets on El Salvador and Senegal and Mauritania have been published in the 'Hints to business men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU, Tel: 01-248 5757, ext. 7146, or to any Regional Office of the Department of Trade and Industry.

Middle East: cholera vaccination

FOLLOWING the cholera outbreaks in Syria and Bahrain, some Middle East countries have introduced temporary requirements over vaccination, quarantine and so on. Persons intending to visit the Middle East in the near future are advised first to contact the Department of Trade and Industry about the requirements.

CRE ext. 2221/3454/2357

TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Spain

IMPORT DUTY SUSPENSION—ETHYL ALCOHOL; FROZEN FISH: The Spanish *State Gazette* of November 15 announced the suspension of import duty until December 19, 1972 on ethyl alcohol (synthesis), tariff heading 22.08-A, and a 50 per cent reduction of import duty on frozen fish under heading 03.01-C until February 14, 1973. **EDB ext. 462/471/472/473**

France

LABELLING OF DANGEROUS PRODUCTS: The French *Journal Officiel* of November 14 published an arrêté setting out the requirements to be met, as from January 1, 1973, for the labelling and the safe packaging of certain substances considered as dangerous (ie explosive, combustive, easily inflammable, corrosive, toxic, noxious or irritant). The regulations cover the size and colour of labels, the inscriptions, the nature of containers and the systems of sealing to ensure safety. Lists of substances classified as dangerous are also given. **EDB ext. 423/408/288**

Federal Republic of Germany

IMPORT LICENSING—ASPARAGUS: The Federal German authorities have invited applications from importers in Germany for import licences in respect of preparations of asparagus (Brechspargel mit Köpfen) in airtight containers (tariff number 2002 38), unless liberalised (preparations of asparagus containing asparagus tips only must not be imported on this occasion). Applications should be submitted to the Bundesamt fur Ernährung und Forstwirtschaft, 6 Frankfurt a/M, Adickesallee 40, Postfach 180203, quoting reference number 20 4374, until June 29, 1973 or exhaustion of the quota, whichever is the earlier. Import licences will be valid until June 30, 1973. These goods may be imported into Germany on January 2, 1973 at the earliest. **EDB ext. 466/467/482**

Irish Republic

ANTI-DUMPING DUTY ON PENCILS: The Government of the Irish Republic has made an order under the Imposition of Duties (Dumping and Subsidies) Act 1968 which imposes the following anti-dumping duty on certain pencils produced in or consigned from China. The order (which does not apply to Taiwan) came into force on November 14, 1972 and supersedes that on September 18, 1970.

(*a*) Pencils of a length (including any accessories or fittings) of 8 in. or less—£1.02 a gross.
(*b*) Pencils of any other length (including any accessories or fittings)—£2.04 a gross.

These pencils fall under tariff heading 98.05 (a) of the Customs and Excise Tariff of Ireland. The Imposition of Duties (Dumping and subsidiaries) Act 1968 provides for relief from this duty where imports are shown not to have been dumped or where the margin of dumping is shown to be less than the anti-dumping duty payable. Applications should be made to the Secretary, An Coimisiun Dumpala, Griffith Barracks, Dublin 8, not later than three months after the date of the payment of the duty. **EDB ext. 467**

Portugal

DRAWBACK ON IMPORTS OF COMBED WOOL, AND OF HEMP YARN: Portuguese *Diario do Governo*, No. 254, First Series, of October 31, 1972 published Order 638/72 which authorised, for two years, the import under drawback of undyed tops of combed wool (53.05.03 of the Import Tariff) for the manufacture of yarn (dyed or undyed) made from this fibre alone or in combination with other natural or man-made fibres of Portuguese origin, to be exported under the same system.

The same *Diario* published Order 639/72 which authorised the import under drawback of hemp yarn (numbered 8/2 and 8/4 under the English system) for the manufacture of rugs and carpets, to be exported under the same system. The percentage duty reductions and all other conditions of application will be governed by Ministerial Order. **EDB ext. 460/461**

Iran

IMPORT OF CEMENT: The Iranian Ministry of Economy and the Central Bank of Iran have agreed that, for the import of cement under Iran tariff no. 192/b (cement, whether ground or not, other than white and coloured) the deposit for registration of orders shall be decreased from 100 per cent to 15 per cent. Therefore, with effect from November 9, and until further notice, importers may deposit 15 per cent on registering orders paid for by documentary credit or collection bills maturing not later than nine months from date of shipment for cement under above tariff number. **EDB ext. 420/475**

IMPORT OF CHILDREN'S POWDERS: The Central Bank of Iran has notified all banks that, pending further notice, they should refrain from accepting registration of orders for the import of children's powders in the name of 'Happy Baby', 'Sikarol' and 'Vinblume'. No further information is available. **EDB ext. 420/475**

Ghana

IMPORT INSPECTION PROPOSALS: It was announced in *Trade and Industry*, June 29, page 594, that, among other things, small imports valued at £500 or below were exempt from pre-shipment inspection. Information has been received from the British High Commission in Accra that the Bank of Ghana has told commercial banks that this limit has been raised to £1,000.

EDB ext. 471/472/473

Nigeria

IMPORT DOCUMENTATION AND EXCHANGE CONTROL: The Central Bank of Nigeria now requires applications for exchange control approval for payments for imports to be supported by a copy or photocopy of the relative bill of lading. British exporters are therefore advised to avoid delays by including two copies of bills of lading when sending export documentation to Nigeria.

EDB ext. 471/472/473

South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 573, published in the South African *Government Gazette* of November 24, contains applications to the Board of Trade and Industries for increase in duty on:

1. Water sprinklers and sprayers suitable for lawn, orchard or other spray irrigation;
2. hydraulic trolley mounted garage lifting jacks and built in type garage inspection or greasing lifting jacks;
3. Certain plant and equipment as follows:
   —reservoirs, tanks, vats and similar containers (73.22.90)
   —containers of iron or steel for compressed or liquefied gas (73.24.30 and 73.24.90)
   —super heated water boilers and parts thereof (84.01.10)
   —certain auxiliary plant for use with boilers (ex. 84.20)
   —pressure vessels such as towers, columns, receivers, heat exchangers and the like (84.17.90)
   —railway tank wagons (ex. 86.07.40)
4. Round motor vehicle headlamps, outside diameter of glass lens exceeding 125 mm.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, contact its own trade association urgently.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to

CRE ext. 2274

SALES DUTY REDUCTIONS: The following changes were notified in the South African *Government Gazette* of November 17, 1972.

1. Incense sticks and papers are exempted from the payment of sales duty. BN 33.06
2. The sales duty on household furniture and certain other household appliances is decreased from 15 per cent to 10 per cent. The items affected come within the following BN numbers; 73.36, 74.17, 84.15, 84.17, 84.18, 84.40, 85.12, 94.00
3. The sales duty on motor cars and other passenger vehicles is decreased from 10 per cent to 7.5 per cent (for vehicles with a value for sales duty purposes not exceeding R2, 250) and from 15 per cent to 12.5 per cent (for vehicles with a value exceeding R2, 250). BN 87.02
4. The sales duty on motor cycles, auto-cycles and cycles fitted with auxiliary motors, of an engine capacity of less than 200 cm^3, is decreased from 15 per cent to 10 per cent. BN 87.09
5. Multi-choke carburettors are exempted from the payment of sales duty. BN 84.06 **EDB ext. 471/472/473/462**

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تأسس عام ١٩٥٢

The National Bank of Kuwait SAK

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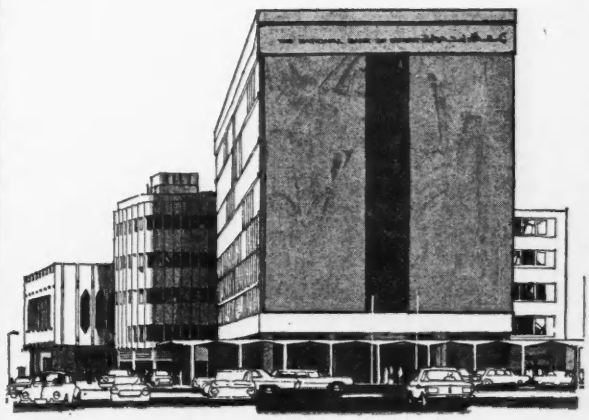
Total Assets: K.D. 346,126,808/-
as at 31st December 1971

Head Office: P.O. Box 95, Kuwait Telephone 422011 (20 lines)
Telex: National KWT 2043 Telegrams: National Kuwait



Associates: United Bank of Kuwait, London
The National Bank of Dubai, Dubai
Rif Bank, S.A.L., Beirut
FRAB Bank International, Paris
The Bank of Bahrain and Kuwait, B.S.C., Bahrain

Nepal

IMPORT DUTY CHANGES: The rates of import duty and surcharge leviable on goods imported into Nepal from the United Kingdom and other 'most favoured nation' countries during the fiscal year July 1972 to June 1973 are, with certain exceptions, the same as those which were levied in 1971-72. Details of the exceptions which were outlined by the Nepalese Finance Minister in his budget speech last July, have now been published. The exceptions are increased rates of import duty and or surcharge on a schedule of items which includes, but is not confined to, cigarettes; cement; iron and steel; textiles; paints; air-coolers, air-conditioners and refrigerators; spare parts of motor cars (other than tyres, tubes, engines and chassis); and furniture. In addition, items which were subject to sales tax of 9 per cent *ad val* are now subject to sales tax of 10 per cent *ad val*. Requests from British exporters for details of the changes specifying the commodities of interest, should be addressed to Tariff Section, Export Data Branch. **EDB ext. 420/475**

Thailand

NEW INVESTMENT LEGISLATION: The National Executive Council of Thailand has announced new legislation to replace the existing legislation on the promotion of industrial investment. The new legislation took effect on October 20. Among the main provisions are special inducements to encourage investors to set up industries outside Bangkok, privileges for the setting up of export industries and specific guarantees of foreign investors about return of capital and the remittance of profits. There is also provision for a wider range of industries to be promoted. An unofficial translation of the announcement setting out these and other provisions in the law is held by Commercial Relations Division. **CRE ext. 3348**

CONTROL OF FOOD COLOURING MATTERS: The Thai Ministry of Public Health announced recently that food colouring matters would be subject to control with effect from May 17, 1972. Specifications on qualities, standards, use, mixing and labelling of colouring matters are available from Tariff Section, Export Data Branch. **EDB ext. 401/468/469**

Malaysia

CUSTOMS DUTIES: The Malaysian Government has issued Customs Duties (Amendments) (Nos. 18, 19 and 20) Orders 1972 amending the Malaysian Customs Tariff.

The items appearing in the First Schedule—the imports duty tariff—against the following heading numbers are cancelled:

27.11 000	28.32 100				
51.04 190	53.11 200	56.07 119	58.04 420	60.04 10	60.04 53
51.04 200	53.11 900	56.07 120	58.04 490	60.04 20	60.04 91
51.04 400	54.05 000	56.07 190	58.04 510	60.04 30	60.04 92
51.04 590	55.09 910	56.07 219	58.04 520	60.04 41	60.04 93
51.04 600	55.09 920	56.07 220	58.04 590	60.04 42	61.02 11
51.04 900	55.09 990	56.07 290	60.01 200	60.04 43	61.03 10
53.10 900	56.06 100	58.04 300	60.01 300	60.04 51	61.03 20
53.11 100	56.06 200	58.04 410	60.01 900	60.04 52	—
73.01 100	73.12 100	73.12 200	73.15 811	73.15 812	73.15 821
73.15 822					

The following items are inserted:

Heading no.	Description	Unit of quantity	Federation common tariff
21.07	Food preparations not elsewhere specified or included:		
700	Peanut butter	Lb.	20 cts. (P)
27.11	Petroleum gases and other gaseous hydrocarbons:		
100	In compressed gas cylinders and similar pressure containers, welded	No. (a)	
900	Other	Value (b)	
28.32	Chlorates and perchlorates:		
100	Sodium chlorate	Cwt.	$10 (P)
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02:		
	of synthetic fibres:		
	printed:		
120	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
190	other than batek or suiting	Sq. yd.	25% or 40 cts. whichever is the higher
	coloured or dyed:		
210	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
290	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	other than printed, coloured or dyed:		
410	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
490	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	of regenerated fibres:		
	printed:		
520	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
590	other than batek or suiting	Sq. yd.	25% or 40 cts. whichever is the higher
	dyed:		
610	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
690	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	other than printed or dyed:		
910	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
990	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

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Tel. 01-606 9417/8, 8567 for further details, price list, etc.

Heading no.	Description	Unit of quantity	Federation common tariff
53.10	Yarn of sheep's or lamb's wool, horsehair or of other animal hair (fine or coarse), put up for retail sale:		
900	other	Lb.	15% (P)
53.11	Woven fabrics of sheep's or lamb's wool or of fine animal hair:		
	of worsted yarn:		
110	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
190	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	of flannel:		
210	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
290	other than suiting	Sq. yd.	25% or 40 cts whichever is the higher (P)
	of other than worsted yarn or flannel:		
910	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
990	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
54.05 000	Woven fabrics of flax or of rami	Sq. yd.	25% or 40 cts. whichever is the higher
55.09	Other woven fabrics of cotton:		
	Other:		
	other woven fabrics:		
910	bleached	Sq. yd.	25% or 20 cts. whichever is the higher
920	dyed	Sq. yd.	25% or 20 cts. whichever is the higher
990	other	Sq. yd.	25% or 20 cts. whichever is the higher
56.06	Yarn of man-made fibres (discontinuous or waste) put up for retail sale:		
	of synthetic fibres:		
100	knitting yarn	Lb.	15% (P)
	of regenerated fibres:		
200	knitting yarn	Lb.	15% (P)
56.07	Woven fabrics of man-made fibres (discontinuous or waste):		
	Of synthetic fibres:		
	printed:		
112	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
119	other than batek or suiting	Sq. yd.	25% or 40 cts. whichever is the higher
	coloured or dyed:		
121	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
129	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	other than printed, coloured or dyed:		
191	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
199	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)

(*continued on next page*)

European & USA Public Holidays at a glance!

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MALAYSIA
continued

Heading no.	Description	Unit of quantity	Federation common tariff
	Of regenerated fibres:		
	printed:		
212	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
219	other than batek or suiting	Sq. yd.	25% or 40 cts. whichever is the higher
	dyed:		
221	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
229	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	other than printed or dyed:		
291	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
299	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
58.04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading No. 55.08 and fabrics falling within heading No. 58.05):		
	of wool or fine animal hair:		
310	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
390	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	of synthetic fibres:		
	printed:		
411	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
419	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	coloured or dyed:		
421	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
429	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	other than printed, coloured or dyed:		
491	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
499	other than suiting	Sq. yd.	25% ol 40 cts. whichever is the higher (P)
	of regenerated fibres:		
	printed:		
511	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
519	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	dyed:		
521	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
529	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
	other than printed or dyed:		
591	suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
599	other than suiting	Sq. yd.	25% or 40 cts. whichever is the higher (P)
60.01	Knitted or crocheted fabrics, not elastic nor rubberised:		
200	of wool	Sq. yd.	25% or 40 cts. whichever is the higher
300	of man-made fibres	Sq. yd.	25% or 40 cts. whichever is the higher
900	of other textile materials	Sq. yd.	25% or 40 cts. whichever is the higher
60.04	Under garments, knitted or crocheted, not elastic nor rubberised:		
10	Shirts	Doz.	35% or $30 whichever is the higher
20	Sports shirts	Doz.	35% or $6 whichever is the higher
30	Night attire	Doz.	35% or $6 whichever is the higher
	Under vests:		
41	men's and boys'	Doz.	35% or $6 whichever is the higher
42	women's and girls'	Doz.	35% or $6 whichever is the higher
43	infants'	Doz.	35% or $6 whichever is the higher
	Under shorts:		
51	men's and boys'	Doz.	35% or $6 whichever is the higher
52	women's and girls'	Doz.	35% or $6 whichever is the higher
53	infants'	Doz.	35% or $6 whichever is the higher
	Other:		
91	men's and boys'	Doz.	35% or $6 whichever is the higher
92	women's and girls'	Doz.	35% or $6 whichever is the higher
93	infants'	Doz.	35% or $6 whichever is the higher
61.02	Women's, girls' and infants' outer garments:		
11	Sarees	Doz.	25% or 40 cts. per sq. yd. whichever is the higher
61.03	Men's and boys' under garments, including collars, shirts fronts and cuffs:		
10	Shirts	Doz.	35% or $30 whichever is the higher
20	Sports shirts	Doz.	35% or $30 whichever is the higher
73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps, and similar forms:		
100	Spiegeleisen	Ton	$50
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:		
100	not exceeding 25mm in width	Ton	$75
200	exceeding 25mm but not exceeding 400 mm in width	Ton	$75 (P)
73.15	Alloy steel and high carbon steel in the forms mentioned in heading Nos. 73.06 to 73.14:		
	Hoop and strip:		
	of high carbon steel:		
811	not exceeding 25mm in width	Ton	$75
812	exceeding 25 mm but not exceeding 400 mm in width	Ton	$75 (P)
	of alloy steel:		
821	not exceeding 25 mm in width	Ton	$75
822	exceeding 25 mm but not exceeding 400 mm in width	Ton	$75 (P)

(P) Extends to Penang.
(a) The full and preferential import duty for West Malaysia, Sabah and Sarawak is $15. The duty extends to Penang.
(b) The full and preferential import duty for East Malaysia, Sabah and Sarawak is 3 cts. per lb. The duty extends to Penang.

No further information is available. **EDB ext. 468/469/401**

Japan

IMPORT DUTY REDUCTION: Measures to step up imports of manufactured goods are included in a Japanese Government programme designed to ease Japan's surplus on visible trade. Most important of these measures for British exporters is a 20 per cent reduction in the import tariffs on a wide range of mining, industrial and processed agricultural products.

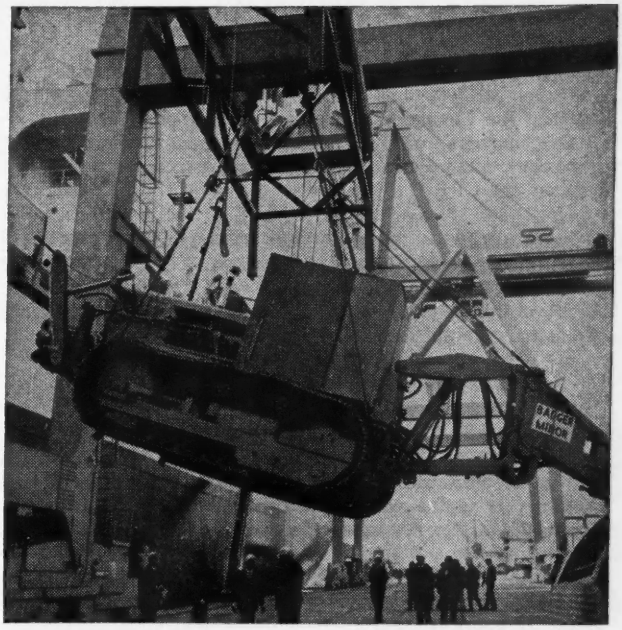
The tariff cuts became effective from November 22, 1972, on all items other than those shown below.

BTN	
01.01—14.04	Live animals, animal products and vegetable products
15.01—15.07	Animal and vegetable fats and oils
15.09	Degras
15.13	Margarine, imitation lard, and other prepared edible fats
15.14—15.17	Animal and vegetable waxes
16.01	Sausages and the like, of meat offal or animal blood
16.02	Other prepared or preserved meat or meat offal
16.05-2 ex	Cuttle fish, prepared or preserved products
17.01—17.05	Sugars and sugar confectionery
18.01—18.06	Cocoa and cocoa preparations
19.02 ex	Cake-mixes
19.08	Pastry, biscuits and other fine bakers' wares
20.02-2-(1)	Tomato puree and tomato paste
20.05 ex	Fruit puree and fruit pastes
20.06 ex	Pineapples
20.06 ex	Fruit pulp
20.06 ex	Roasted ground-nuts
20.07	Fruit juices and vegetable juices
21.04-1-(1)	Tomato ketchup and tomato sauce
21.07	Other food preparations
23.01—23.07	Prepared animal fodder
24.01—24.02	Tobacco
27.01	Coal; briquettes, ovoids and similar solid fuels manufactured from coal
27.09	Crude oils
27.10-1-(1) —(4)	Petroleum spirits, Kerosenes, Gas oils and Heavy fuel oils and raw oils
29.04-3-(4)	Sorbitol
29.05-2-(1) ex	Menthol
29.13-1-(6) ex	Camphor
29.16-1-(3)	Citric acid
29.16-1-(4)	Calcium citrate
35.02	Egg albumen and others
35.03-1	Gelatin and glues
35.05	Dextrine and dextrin glues
38.12-2 ex	Prepared dressings with a basis of amylaceous substances
39.07-2	Synthetic resins products
41.01—41.10	Raw hides and skins and leather
42.01—42.05	Leather goods
43.01—43.03	Furskins and furskin goods
44.01—44.19	Wood
44.28-2	Other articles of wood (excluding ebony wood)
50.01	Silk-worm cocoons
50.02	Raw silk
64.01—64.06	Footwear
65.06	Hats with furskin and leather
65.07	Head-bands, linings, covers for hats
66.03-1	Parts of umbrellas, walking sticks, etc. combined or trimmed with precious metals
70.19	Glass beads, imitation pearls, etc.
71.12	Articles of jewellery and parts
71.13	Articles of goldsmiths' or silversmiths' wares and parts
71.14-2	Other articles of precious metal (excluding articles for laboratory or industrial purposes)
71.15-2	Articles consisting of pearls and precious or semi-precious stones (excluding articles for laboratory or industrial purposes)
71.16	Imitation jewellery
73.02-4	Ferro-nickel
74.01-2	Unwrought copper
74.01-3	Copper waste and scrap
75.01-1	Intermediate products of nickel metallurgy
75.01-2	Unwrought nickel
75.05	Electro-plating anodes of nickel
76.01-1	Unwrought aluminium
77.01-1	Unwrought magnesium
78.01-1-(1)B	Unwrought lead (excluding lead used for electrolytic refining)
79.01-1-(1)A	Unwrought zinc containing more than 97% of zinc by weight
83.09-1	Clasps, frames with clasps and the like of base metal plated with precious metals
83.10-1	Beads and spangles of base metal plated with precious metals
84.52-1	Electronic digital calculating machines
84.53-1	Electronic digital automatic data processing machines
84.55 ex	Parts and accessories of electronic calculating machines
90.03-1	Frames and mountings of spectacles with precious metals
96.02-2-(1)	Tooth brushes, shaving brushes and similar brushes for toilet use
96.02-2-(3)	Writing, drawing or painting brushes, brooms and mops and others,
98.01	Buttons and similar goods
98.03-1-(1)	Fountain pens, stylograph pens and ball point pens with holders or caps made of or combined with precious metals
98.10-1 ex	Lighters made of or combined with precious metals
98.11-1 ex	Smoking pipes and parts made of or combined with precious metals

EDB ext. 420/475

New Zealand

CUSTOMS TARIFF INQUIRY—RADIOS: Following receipt by the New Zealand Minister of Customs of a report from the Emergency Protection Authority, the Government has accepted the recommendation of the Authority that, pending inquiry and report by the Tariff and Development Board, import licences issued under item code 85.280 be endorsed to the effect that they are not available for the importation of radio sets with a cif value of less than $8.00 each. In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to undertake an inquiry and report on the nature and degree of protection, if any, it considers necessary to protect the New Zealand industry manufacturing radios classified in tariff item 85.15.101.



A Badger Minor trenchless pipelayer, sold by Hudswell Yates Developments of Leeds to Takata Kojyo, being shipped at Southampton for Japan. The machine is the first to go to the Far East and has been supplied with all accessories for pipelaying and the installation of flexible drainage pipe.

For the purpose of taking evidence the Board will hold a public hearing in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Monday, March 19, 1973, commencing at 2.00 p.m.

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972 about changes in the New Zealand customs tariff. Copies of this statement can be obtained from Tariff and Development Board. Parties intending to make representations or requests about the exemption from import licensing of goods at present not exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years'.

Any person who intends to tender evidence should lodge, in typewritten from, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Monday, February 26, 1973. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, (ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286,

(*continued on next page*)

NEW ZEALAND
continued

Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Ref. CRE 1176/72. **CRE ext. 2321**

DEPARTMENT OF TARIFF AND DEVELOPMENT BOARD INQUIRY ON RENNET (Tariff items 21.07.021, 29.40.001 and 29.40.002): The New Zealand Tariff and Development Board inquiry set down for Thursday, November 16 was cancelled. Details of this inquiry were published in *Trade and Industry* of June 22, pages 554-555 and of July 20, page 103. A new date for this inquiry will be published in due course. Ref. CRE 1162/72. **CRE ext. 2321**

CUSTOMS TARIFF INQUIRY—IMPORT LICENSING—BONDED FIBRE FABRICS: In this Report No. 159 of August 2, 1971 to the New Zealand Minister of Customs, the Tariff and Development Board recommended that the Minister refer to the Board, for further inquiry in March 1973, the question of what form of protection, if any, should be provided at that time in respect of bonded fibre fabrics, etc., and the articles thereof, etc., classified under tariff heading 59.03. This recommendation was accepted by the Government.

Accordingly, the Board will conduct a public hearing into the question of protection for bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics whether or not impregnated or coated, classified under tariff heading 59.03, in the Hearing Room, Eighth Floor, Cumberland House, Upper Willis Street, Wellington, on Thursday, March 29, 1973, commencing at 10.30 a.m.

Parties intending to make representations or requests about appropriate rates of customs duty are asked to take into account the statement by the Minister of Overseas Trade of September 6, 1972 about changes in the New Zealand customs tariff. Copies of this statement can be obtained from the Tariff and Development Board. Parties intending to make representations or requests about the exemption from import licensing of goods at present not so exempt are asked to take into account the statement in the 1972 Financial Statement (page 19) that 'the Government has also decided that where the industry is to be exempted from import licensing there should be provision in appropriate cases for a phase-out period which in general will be for up to three years'.

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing, with Mr. C. H. S. Rodder, Secretary, Tariff and Development Board, PO Box 27046, Wellington, New Zealand, not later than Thursday, March 8, 1973. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House (ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

Any changes made are likely to remain in force for a considerable period; exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706) and requiring further information should approach the Commercial Relations and Exports Division. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Ref. CRE 1189/72 **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY—FLOOR COVERING: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and

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report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of floor covering—plastics (vinyl) including paper and cloth backed.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff item	Unit	British preferential	Most favoured nation	General
39.01.101	Sq. yd.	20%	35%	55%
39.02.081	Sq. yd.	20%	35%	55%
ex 39.07.399		32½%	50%	60%
48.12.001	Sq. yd.	20%	35%	55%
59.10.011	Sq. yd.	20% Aul. 3%	35%	55%

Aul = Australia

The Emergency Protection Authority is required to report to the Minister by December 15, 1972. In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand, (telegraphic address 'Transtrade', tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Ref. CRE 1194/72. **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY REPORTS: Copies of the following New Zealand Emergency Protection Authority reports are available from Commercial Relations and Exports Division:

Tariff no.	Description
70.13.002 70.13.009	Drinking glasses Other
93.05.009	Rubber-operated underwater spear guns.

Ref. CRE 1178/72, 1172/72. **CRE ext. 2321**

Venezuela

FOODSTUFFS CONTAINING POTASSIUM OR SODIUM NITRATES AND NITRITES: From October 26, 1972 no foodstuffs containing sodium or potassium nitrite or nitrate can be imported into Venezuela unless it has been approved by the health authorities. **EDB ext. 474/476/7312**

CONTAINERS FOR FOODSTUFFS: From October 26, 1972 all containers for foodstuffs and raw materials used in the manufacture of containers for foodstuffs must be authorised by the Ministry of Health. **EDB ext. 474/476/7312**

Uruguay

ADDITIONS TO CUSTOMS TARIFF: The following additions have recently been made to the Uruguayan customs tariff:

Tariff no.	Description	Unit	Valuation	Duty
29.14.E.92	Isopropyl miristate	K G	182.52	110%
98.03.E.01	Points and sticks for markers (of felt, plastic materials, etc.)	K G	81.12	110%

EDB ext. 474/476/7312

Argentina

FOREIGN INVESTMENT: The deadline for reporting foreign investment in Argentina (see *Trade and Industry*, August 12, 1971) has been extended to December 29, 1972. A free translation of Regulatory Decree 2400 of Law 19151 may be obtained from Commercial Relations and Export Division 2. **CRE ext. 2287**

COMPANIES LAW: A leading firm of company lawyers in Argentina has prepared a synopsis of Argentine companies law in the light of recent legislation on this subject, viz Law 19550 of April 4, 1972, as amended by Law 19880 of October 23, 1972. A limited number of copies of the synopsis is available. **EDB ext. 477**

Ecuador

DUTY EXEMPTIONS FOR AGRICULTURAL EQUIPMENT: Supreme Decree 1267 of November 6, 1972 exempts from all taxes the import of agricultural machinery and equipment, tools and implements, tractor tyres, spares, fertilisers, pesticides and veterinary products. The Ecuadorean Minister of Production wishes to have, urgently, details of all these products available in the UK, together with the ex-factory and fob prices on November 1, 1972. This information should be sent direct by airmail to the Commercial Department, British Embassy, Gonzales III, Quito, Ecuador. **EDB ext. 474/476/7312**

Peru

PROHIBITION: The following Directoral Resolutions add some more goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demand as regards quality and quantity:

DR 1700-72-IC/DGI/DECI

Part of or all of the following tariff numbers are affected:

17.01 18.02 18.04 18.05 18.06 39.02 39.07 40.08 44.25 60.01 73.21
73.22 73.29 73.36 82.05 83.02 83.07 84.12 84.15 84.17 84.18 84.22
84.59 85.04 85.12 90.17 96.02 97.03

DR 1823-72-IC/DGI/DECI

Part of or all of the following tariff numbers are affected:

25.07 25.08 25.27 28.30 28.49 32.09 32.12 38.13 39.07 44.05 44.15
49.08 59.01 65.04 65.07 69.13 71.05 73.25 83.14 82.01 84.01 84.15
84.22 84.60 85.15 87.05 97.03 98.15

DR 1860-72-IC/DGI/DECI

Part of or all of the following tariff numbers are affected:

59.17 73.40 74.01 76.01 78.01 79.06 80.01 80.02 82.04 83.09 83.13

EDB ext. 474/476/7312

Jamaica

IMPORT LICENSING—LADDERS; MAYONNAISE, AND SALAD DRESSING: The Jamaican authorities announced on November 3 that licences are now required for ladders and for mayonnaise and salad dressing. **EDB ext. 7312/474/476**

IMPORT LICENCE CHANGES: The following import licence changes have been announced by the Jamaican authorities:

Leather. Notice 2783 of October 13 advises importers of changes in the system of granting import licences for upper leather.

Until further notice the Trade Administrator is prepared to allow the import of upper leather on the basis of one square foot of the

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JAMAICA
continued

imported commodity for every one square foot of leather purchased locally from Tanners Ltd.—ie for leather purchased locally an equal quantity may be imported.

It is also agreed that as an interim measure, the following arrangement shall apply to applications for licences to import leather for use in the production of footwear specifically for export (including exports to Carifta countries):

a all such applications are to be accompanied either by firm orders from overseas buyers of the local footwear or with evidence of the applicant's previous export performance;
b leather imported under this arrangement shall be used exclusively to fill orders for export;
c such importers shall be required to furnish the Trade Administrator not later than December 31, 1972, with returns showing imports of such leather, related exports of footwear in specified categories, as well as the conversion rates (ie leather used) applicable to each specified category.

Boats. Notice 2785 of October 31 advises that no further licences shall be issued for boats measuring 80 feet and under in length and parts thereof. All outstanding licences are revoked.

Additional items requiring import licences. Notices 2791 and 2798 of November 11 and 15 respectively advise that import licences are now required for the following items:

Beer and other fermented beverages
Beverage preparations (however sweetened), which now take in soft drink beverage mixes
Crustacea and molluscs
Jewellery of silver and platinum
Whisky and brandy
Furniture, all types, and parts thereof
Electric stoves and parts
Fork lifts
Fresh fruits
Syrup
Cigarettes
Caddy cars
Sports goods
Photographic apparatus
Umbrellas
Parasols and walking sticks
Floor covering made of vegetable materials, wood sisal and coir

Further information dated November 18 indicates that licences are also required for the following:

All types of seed meal, food wastes and animal feeds including cat and dog foods
All fish, fish preparations and fish products, however packaged
All types of dried fruits not previously restricted
Boats (irrespective of length) and certain specified parts
Sewing machines
Plant machinery for the manufacture of asphalt cement mix
All fresh, chilled and frozen meats not previously restricted
Smoked, dried or salted beef and veal
Dried lentils and other legumes
All types of plastic manufactures not previously restricted
Additional items of alcoholic beverages including gin, wines and unenumerated spirits including liqueurs
All condiments, butter and natural cheeses
All portable electric equipment and appliances not previously restricted
Fruits, fruit peels and parts of plants—drained, glaced or crystallised, whether flavoured or not
All food preparations not previously restricted
All other meats, meat preparations and meat extracts however packaged
All spices not previously restricted
Glucose and other sugars not previously restricted
Wallets, purses and pocket-books
All edible nuts other than the types used for the extracting of oil
Sand
Bulbs
Arc lamps and tubes for electric lighting (complete)
Watches and clocks, including movements and parts
Racehorses
Aircraft

Import ban. Notice 2799 of November 15, which supersedes Notice 2798, imposes a total import ban on the following goods and requires that all outstanding licences be revoked immediately:

Chicken, whole
Meat of swine
Sausages of all kinds not in container
Unsweetened ice cream cones
Sweetened ice cream cones
Pickles
Flour and flakes of potatoes, fruits, etc.
Chocolate confectionery
Ham
Hams, canned
Fresh fruits (N.O.P.)
Citrus peel
Other jams, fruits, etc.
Tomato
Tomato juice
Ginger
Vinegar
Carbonated beverages
Rum not exceeding 80c
Carpets, carpeting, etc. of wool
Carpets, etc. of other textile fibres
Sugar, refined
Syrup
Revolvers and pistols
Hunting and sporting ammunition
Sugar confectionery
Carpets, etc. of vegetable materials n.e.s.
Electric stoves and parts
Beds of wood
Chairs of wood
Office furniture of wood
Other wooden furniture and fixtures
Beds of metal
Chairs of metal
Office furniture of metal
Mattresses of rubber
Innerspring mattresses
Handbags of straw
Umbrellas, parasols, walking sticks
Refrigerators, electric
Cigarettes
Gloves, etc. of cotton
Other gloves, etc.
Handkerchiefs
Radio sets, complete
Television sets, complete
Phonographs
Phonograph records
Photographic apparatus
Travel goods of textile materials
Travel goods, other
Jewellery of gold, silver, platinum
Made-up curtains, drapes, etc.
Beer and other fermented beverages
Imitation jewellery
Caddy cars

British exporters with inquiries should specify the product in which they are interested. **EDB ext. 7312/474/476**

Barbados

IMPORT LICENSING: The Barbados authorities have issued the Miscellaneous Controls (General Open Import Licence) Regulation, 1972. The following items have been added to list of goods requiring a specific import licence: meat of bovine animals, sheep and goats, sausages, corned beef, butter, cheese, fish, meal, pigeon peas, food preparations containing rice, petrol, diesel fuel, kerosene, castor oil, medicaments, soap, calculating machine paper cut to size, televisions, motor cars, chairs, articles of bedding, furniture, umbrellas and sunshades.

British exporters with inquiries should state the items in which they are interested. **EDB ext. 7312/474/476**

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1972, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.51).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

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Constitution of Intervention Board for Agricultural Produce

In a Written Reply to a Question in the House of Commons on November 22 asking when the Agricultural Ministers would be establishing the Intervention Board for Agricultural Produce, Mr. Joseph Godber, Minister of Agriculture, Fisheries and Food, said:

'Section 6 of the European Communities Act 1971 lays down that there shall be a Board in charge of a Government Department which, subject to the direction and control of Ministers, will be charged with carrying out the functions necessary to implement in the United Kingdom the support arrangements of the European Economic Community Common Agricultural Policy. The Intervention Board for Agricultural Produce Order 1972, which deals with the detailed constitution of the Board and empowers Ministers to appoint the Members, comes into force today.

'My right hon. Friends and I have therefore appointed the Board today with the following Members:

Sir Con O'Neill, G.C.M.G. (Chairman)
Mr. Peter Coleclough
The Hon. Islwyn Davies, J.P.
Sir Henry Hardman, K.C.B.
Mr. Michael Joughin, C.B.E., J.P.
Mr. Hector Laing
Mr. J. K. Lynn, C.B.E., J.P.
Mr. Alan Shaw, J.P.
Mr. A. Savage (Chief Executive)

'The Board will be in charge of a separate Government Department and answerable to the Agricultural Ministers. The Home-Grown Cereals Authority and the Meat and Livestock Commission will act as its executive agents for work in connection with cereals and meat respectively. The Chairman of the Board will be working on a roughly half-time basis and will be paid accordingly; the other Members will be part-time. Mr. Shaw will also serve as Board Member on the United Kingdom Seeds Executive which, as has already been announced, will be set up in due course as a statutory committee of the Board. The Chief Executive of the Board will be the Accounting Officer of the new Department.'

Notes

Provision for the constitution of the Board is contained in the Intervention Board for Agricultural Produce Order 1972 (S.I. 1972 No. 578) which was laid before Parliament on October 31, 1972, and came into operation on November 22,

The Board's functions cover all aspects of the common agricultural policy relating to the guarantee sector of the European Agricultural Guidance and Guarantee Fund. The major functions comprise:

(a) Import and export licensing in respect of trade with third countries of a wide range of agricultural commodities and their products, the payment of export refunds and the advance fixing of the rates of import levy and export refund.
(b) In certain circumstances, support buying, storing and re-sale of cereals, pigmeat, beef, milk products, sugar, oilseeds, etc.; and the payment of subsidies on private storage of beef, pigmeat and butter.
(c) Denaturing subsidies on wheat, dried skimmed milk and sugar.
(d) Producer and production subsidies in respect of a range of commodities including oilseeds, herbage seeds, starch and glucose.

The main office of the Intervention Board will be at Fountain House, Reading (Tel. 0734-583626). The Board's headquarters office will be at Steel House, Tothill Street, London, SW1 (Tel. 01-222 3391). The Chairman and the Chief Executive, together with the secretariat and the Press Officer, will be based at this office. It is also proposed to establish offices in Edinburgh, Belfast and Cardiff.

The planning arrangements for establishing the Board have been centred in the Ministry of Agriculture, Fisheries and Food.

Representatives of three German companies recently met the management of James Pearsall & Co. Ltd., Taunton, Somerset—one of the world's largest manufacturers of surgical sutures—and agreed on the standardisation of measurements and gauges for medical equipment and substances in line with the general agreement of the new European Pharmacopaea. In the picture are (from left) Mr. H. Rosewarn, of James Pearsall; Dr. Hans Muxfeldt, of Ethicon, Hamburg; Dr. B. Pauli, of Braun Melsungen; and Herr H. Hess, the British company's European agent. Dr. Ludvic Baumgarten, of Pfrimmer, Erlangen, was also present.

UK to take part in Common Market labour survey

The United Kingdom is to take part in a labour force survey, which is to be carried out early next year by the EEC Member States. This was announced on November 20 by Mr. Maurice Macmillan, Secretary of State for Employment.

Mr. Macmillan was replying to a request in the House of Commons for a statement about United Kingdom participation in the forthcoming labour force survey to be carried out by Member States of the European Economic Community. He said: 'Member States of the EEC are carrying out labour force surveys in 1973 addressed to representative samples of households. The surveys are designed to provide estimates of employment and unemployment on a comparable basis throughout the Community. The Government has decided that the United Kingdom will take part. Information will accordingly be sought from a sample of approximately one half per cent of all households, but participation will be voluntary.'

Notes

EEC labour force surveys will be carried out in each member State during the early part of 1973. The surveys in each country will cover the same basic questions and will be carried out at about the same time of the year, so that the information provided from each country will be broadly comparable.

One of the specific purposes for which the survey will be used will be to assess claims on the Community Social Fund that can be used to finance the development of employment in areas of high unemployment, or to promote training, etc.

'EFTA Bulletin': text of Free Trade Agreements with the enlarged European Communities

THE November issue of the *EFTA Bulletin* is devoted to the contents of the Special Relations Agreements between the enlarged European Communities and five EFTA non-candidate countries. These Agreements were signed in Brussels on July 22, 1972 by Austria, Iceland, Portugal, Sweden and Switzerland. Finland also negotiated a similar Agreement and this was initialled on July 22. However, the Agreement has not yet been formally signed by the parties and therefore it is not taken into account in this issue.

Although negotiated bilaterally, these Agreements are to a large extent identical and they share many articles in common. The texts in this Bulletin are presented in the form of a 'Master' Agreement (that with Switzerland), noting any deviations from the standard text in the case of particular countries.

Subsequent sections describe the three Protocols which accompany and form an integral part of each of the Agreements. These deal with the provisions for 'sensitive products', processed foodstuffs and rules of origin. Certain other Protocols and Declarations are briefly identified. The November issue also outlines the Agreements reached by the five countries on products covered by the European Coal and Steel Community Treaty and Interim Agreements between Austria and the Communities which are already in force.

Copies of the November *EFTA Bulletin* and other EFTA publications can be obtained, free of charge, from the DTI's EEC/EFTA Information Unit, 1 Victoria Street, London SW1H 0ET. Tel. 01-222 7877, Publications ext. 3591, EFTA questions ext. 2480.

Customs regulations on duty deferment

THE Commissioners of Customs and Excise have made the Customs Duties (Deferred Payment) Regulations 1972, which were laid before Parliament on November 23. The Regulations provide for the deferment of payment of import (protective) duties and certain other Customs charges. They prescribe the duties for which deferred payment is permitted, the period for which deferment may be allowed (an average period of 30 days) and the action which those seeking deferment must take, including the giving of security.

These Regulations, apart from Regulation 5, will come into force when the United Kingdom becomes a member of the European Communities. Regulation 5, which relates to payment of Value Added Tax on imported goods will come into operation on April 1, 1973.

The Order has been published as Statutory Instrument 1972 No. 1739 and is obtainable from Her Majesty's Stationery Office, or through booksellers, price 5p, or by post, price 7½p.

Note

These Regulations are necessary to enable the United Kingdom to implement a Community obligation. Under the law previous to entry into the Market Customs duties on imported goods must be paid (or secured by deposit of money) before the goods are removed for home use either on importation or on delivery from bonded warehouse. On entry into the Common Market, however, we will be required under a Directive of the Council (69/76) to allow deferment of payment of protective import duties, of charges having equivalent effect and of agricultural levies, subject to appropriate security being given. The European Communities Act 1972 amends the Customs law so as to give power to implement this Directive and the Customs Duties (Deferred Payment) Regulations have been made under the provisions of the amended law.

A Customs Notice (No. 101) giving details of the Duty Deferment arrangements is available from the Office of any Collector of Customs and Excise or from HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE.

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Conference on management implications of EEC entry

A TWO-DAY conference on the management implications of EEC entry is being organised by the Industrial Society at the Royal Lancaster Hotel, London, January 4 and 5. Entitled 'People at Work', the conference will coincide with 'Fanfare for Europe', a series of cultural and other events marking British entry into the European Economic Community.

Day 1 of the conference will be chaired by Mr. Henry Marking, Group managing director, British Airways Board and Day 2 by Mr. Derek Gladwin, Southern regional secretary of the General and Municipal Workers' Union and chairman of the Executive Committee of the Industrial Society's Council. The lunch on Day 1, when Mr. Maurice Macmillan, Secretary of State for Employment, will speak on 'The challenge of Europe', will be chaired by Lord Mancroft.

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877).

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

General—Correction. The *Journal Officiel* No. L260 dated November 18, 1972 contains a correction to Regulation (CEE) No. 2326/72 amending Regulation (CEE) No. 979/72 in so far as it concerns the countervailing amounts, following developments in the monetary situation, for certain agricultural products and certain goods obtained from these products.

Oils, fats and oilseeds. Regulation (CEE) No. 2412/72 amends Regulation (CEE) No. 2510/71 relating to the procedures concerning aid for olive oil. (*Journal Officiel* No. L260, November 18, 1972)

Regulation (CEE) No. 2394/72 alters the amount of aid for colza and rape seeds. (*Journal Officiel* No. L258, November 16, 1972)

Eggs. Regulation (CEE) No. 2390/72 fixes the additional amounts for eggs in the shell. (*Journal Officiel* No. L258, November 16, 1972)

Poultry and poultrymeat. Regulation (CEE) No. 2391/72 fixes the additional amounts for products of the poultrymeat sector. (*Journal Officiel* No. L258, November 16, 1972)

Fruit and vegetables. Regulation (CEE) No. 2392/72 fixes the standard average values for the valuation of imported citrus fruits. (*Journal Officiel* No. L258, November 16, 1972)

Regulation (CEE) No. 2405/72 records the state of serious crisis in the market for cauliflowers. (*Journal Officiel* No. L259, November 17, 1972) **EDB ext. 7174/408**

HARMONISATION OF LEGISLATION—MOTOR VEHICLES: The *Journal Officiel des Communautés Européennes* No. C119 dated November 16, 1972, contains the draft texts of the following proposed directives:

1 Relating to the harmonisation of legislations concerning driving licences for motor vehicles.
2 Concerning the harmonisation of Member States, legislations relating to the technical inspection of motor vehicles and their trailers.
3 Concerning the harmonisation of Member States' legislations relating to windscreens to be fitted to motor vehicles.
4 Concerning the harmonisation of Member States' legislations relating to internal fittings of motor vehicles (driver's protective device against the steering gear in the event of a collision).

It should be noted that the texts of the Directives, when finally approved, may differ from the draft texts referred to above. The French texts may be seen on application.

Correction. *Trade and Industry* dated November 16, 1972 contained a notice about a number of proposed directives, etc. on harmonisation of legislation—transport, taxation and customs regulations. Item 4, line 2, should read 'outward processing' **not** 'inward processing' as was printed in error. **CRE ext. 2354/2355**

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L258 dated November 16, 1972 contains the texts of the following Decisions:

Decision 72/382/CEE authorising Italy to exclude from Community treatment films in rolls, sensitised, unexposed, perforated or not (CCT No. 37.02) originating in Japan and freely circulating in the other Member States.

Decision 72/383/CEE authorises France to exclude from Community treatment radio-broadcasting receivers, whether or not combined with sound recorders or reproducers (CCT No. 85.15 A III) originating in Japan and freely circulating in the other Member States.

Decision 72/386/CEE authorises Italy to exclude from Community treatment radio-broadcasting and television transmission and reception apparatus and their parts (CCT No. 85.15 A and C) originating in Japan and freely circulating in the other Member States. **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1972. The texts of the following Regulations reimposing the Common Customs Tariff duties on certain of these products have been published in the *Journal Officiel des Communautés Européennes* as follows. The French texts may be seen on application.

EEC Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (CEE) No. 2381/72				
82.09	Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06	Hong Kong	November 18,1972	2795/71
Regulation (CEE) No. 2382/72				
82.14	Spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or tableware A. Of stainless steel	Hong Kong	November 18,1972	2795/71
	(*Journal Officiel* No. L257, November 15, 1972)			
Regulation (CEE) No. 2406/72				
85.01	Electrical goods of the following description: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors. C. Parts	Yugoslavia	November 20, 1972	2795/71
	(*Journal Officiel* No. L259, November 17, 1972)			

EDB ext. 7174/408

TRANSPORT: The *Journal Officiel des Communautés Européennes* No. L257 dated November 15, 1972 contains the text of Decision 72/378/CEE authorising Italy to alter the dates specified in articles 6 and 9 of Regulation (CEE) No. 1191/69 relating to the action by Member States concerning the obligations in the concept of a public service in transport by rail, road and inland waterway.

The *Journal Officiel* No. L258 dated November 16, 1972 contains the text of the Commission's Recommendation No. 72/384/CEE to Germany on a draft order relating to the application of Regulation (CEE) No. 117/66 as well as Regulation (CEE) No. 1016/68.

The French texts of the above may be seen on application.

EDB ext. 7174/408

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average) estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,058	1,012	series in £ million				series in £ million		
1967	113	110	132	123	124	186	−37	13	22	−315	−557	242
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	141	150	342	232	26	27	444	−143	587
1970	121	116	142	151	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1,040	299	741
1970 2nd qtr	121	116	144	150	172	97	55	11	14	128	−41	169
3rd qtr	122	117	141	151	166	103	44	7	—	81	−72	153
4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	120	116	140	145	156	89	41	−1	−44	124	−67	191
2nd qtr	122	119	141	137	168	−67	−114	11	38	295	113	182
3rd qtr	123	120	141	142	168	−34	−59	−9	6	364	177	187
4th qtr	124	122	142	135	167	36	−21	−6	36	257	76	181
1972 1st qtr	121	123	145	139††	167	−154	−110	−6	−29	58	−125	183
2nd qtr	125	126	144	126††	185	−86	−136	−6	31	77	−84	161
% change latest 2 quarters:												
on prev. 2 quarters	−0.3	+2.6	+2.3	..	+4.8							
on a year earlier	+1.8	+5.9	+3.1	..	+8.6							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices	Prices and costs: % increase on a year earlier	Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Wholly unemployed excluding school leavers and adult students: mid-month count	Labour: Wholly unemployed excluding school leavers and adult students: % of total employees	Labour: Unfilled vacancies for adults: mid-month count	Trade§: Exports	Trade§: Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	Jan 31, 1956†				1963	1963
£m in base year			11 372	thousands						thousands		thousands	4,282	4,362
1967	113.9	114.2	101.1	93.1	119.4	2.5	107.5	110.9	175.3	510	2.2	174	120	130
1968	119.8	121.4	103.1	93.1	125.0	4.7	117.3	115.3	187.3	538	2.3	188	147	159
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	197.4	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	217.7	568	2.5	186	184	181
1971	125.0	126.9	103.8	108.5	153.4	9.4	132.6	137.7	246.4	737	3.2	129	205	195
1970 3rd qtr	124.5	127.4	104.0	93	141.1	6 9	124.9	128.7	219.5	571	2.5	185	175	178
4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	228.3	582	2.5	176	199	190
1971 1st qtr	124.5	126.7	101.8	91	147.9	8.6	129.7	134.4	237.5	634	2.8	150	186	189
2nd qtr	125.2	127.2	103.2	95	153.2	9.8	133.1	137.2	242.4	709	3.1	128	212	197
3rd qtr	125.6	127.2	104.4	116	155.3	10.1	134.1	139.2	248.6	772	3.4	119	214	194
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	257.0	832	3.7	118	210	199
1972 1st qtr	122.2	125.1	106.1	121	159.7	8.0	135.0	141.6	265.9	870	3.8	124	204	212
2nd qtr	129.3	129.9	108.4	144	162.7	6.2	136.1	143.4	272.0	834	3.7	133	213	217
3rd qtr	130.5	132.9	111.6	142	165.4	6.5	139.3 p	146.0 p	103.4 †	807	3.6	146	194 p	217 p
Mar	127.2	129.8	106.2	116	160.3	7.6	134.7	142.0	266.9	879	3.9	126	199	219
Apr	127.2	128.2	107.7	127	161.8	6.3	136.0	142.6	268.6	871	3.8	128	208	218
May	130.7	131.2	107.8	151	162.6	6.1	136.2	143.4	271.7	834	3.7	134	208	216
Jun	129.9	130 2	109.4	154	163.7	6.1	136.1	144.1	275.8	798	3.5	139	224	216
Jul	131.0	133.9	112.4	128	164.2	5.8	137.3	144.9	100.0†	803	3.5	140	209 p	197 p
Aug	130.1	132.9	111.8	157	165.5	6.6	139.6	146.0	103.5	807	3.6	148	139 p	189 p
Sep	130.3	131.8	110.9	140	166.4	7.0	141.1 p	147.0 p	106.8	812	3.6	151	233 p	266 p
Oct				150 p	168.7	7.9	144.7 p	148.1 p	107.6 p	774	3.4	165	254 p	263 p
Nov		7							5	756 p	3.3 p	180 p		
% change latest 3 months:														
on prev. 3 months	+0.9	+2.3	+3.0	+ 3.3	+2.1		+3.9	+2.0	..	−2.7		+16.3	−2.1	+14.0
on a year earlier	+3.8	+4.3	+6.9	+22.5	+7.1		+6.4	+5.4	..	−3.7		+40.2	−2.7	+22.2

(††) Not directly comparable with earlier figures; see Capital Expenditure article in *Trade and Industry*, Volume 7, No. 11, June 15, 1972.
(‡) Not seasonally adjusted. (†) New series from July 1972 based on July 31, 1972 = 100. (§) On a balance of payments basis.

MOTOR INDUSTRY

Vehicle production in October and the three months August to October

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

IN the three months ending October 1972, output of passenger cars showed a further rise, seasonally adjusted, compared with the previous three months, but production of commercial vehicles fell slightly.

Cars

Recorded output of cars in the four weeks ending October 28 was at a relatively high average rate of 42,100 a week, partly reflecting the usual return to higher production levels after the holiday months. Output was also helped by a lower incidence of industrial disputes compared with recent months and with October 1971, and for the four-week period the weekly rate of production was 12 per cent higher than a year earlier.

In the 43 weeks to October 28 of this year, the average weekly rate of car production was 36,300, 10 per cent higher than in the corresponding period of 1971. With output for 10 months of the year now complete, car production in 1972 appears well set to be the highest on record. The rise so far however, has been due to the buoyancy in home sales. Whilst production for the home market has risen by 30 per cent compared with the first 10 months of 1971, production for export has fallen by almost 17 per cent, though there are some signs of recovery in recent months.

In seasonally adjusted terms, production of cars in October showed a marked rise compared with the level in September (see Table 2). In the three months August to October 1972, car output, seasonally adjusted, was 3 per cent above the previous 3-month

(continued on next page)

TABLE 1. RECORDED PRODUCTION

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

		Passenger cars (including taxis)				Commercial road vehicles			
	No. of weeks	For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969	53	892,758	824,315	1,717,073	32,398	272,998	192,778	465,776	8,788
1970	52	918,109	722,857	1,640,966	31,557	267,407	190,125	457,532	8,799
1971	52	1,027,462	714,478	1,741,940	33,499	268,278	187,928	456,206	8,773
1972	52								
1971 1st quarter	13	229,549	202,868	432,417	33,263	61,362	48,325	109,687	8,437
2nd quarter	13	262,133	207,999	470,132	36,164	78,247	55,252	133,499	10,269
3rd quarter	13	220,983	142,875	363,858	27,989	56,696	40,362	97,058	7,466
4th quarter	13	314,797	160,736	475,533	36,579	71,973	43,989	115,962	8,920
1972 1st quarter	13	312,399	167,804	480,203	36,939	63,793	31,477	95,270	7,328
2nd quarter	13	346,472	167,594	514,066	39,544	71,914	39,573	111,487	8,576
3rd quarter	13	277,386	118,992	396,378	30,491	53,114	27,161	80,275	6,175
4th quarter	13								
1971 January	4	88,238	67,956	156,194	39,048	24,143	18,882	43,025	10,756
February	4	67,660	66,545	134,205	33,551	17,975	13,999	31,974	7,994
March	5	73,651	68,367	142,018	28,403	19,244	15,444	34,688	6,938
April	4	73,283	64,880	138,163	34,541	22,147	17,018	39,165	9,791
May	4	88,407	67,827	156,234	39,059	26,295	18,499	44,794	11,199
June	5	100,443	75,292	175,735	35,147	29,805	19,735	49,540	9,908
July	4	51,379	34,364	85,743	21,436	15,864	11,623	27,487	6,872
August	4	69,418	49,437	118,855	29,714	15,927	12,359	28,286	7,072
September	5	100,186	59,074	159,260	31,852	24,905	16,380	41,285	8,257
October	4	98,468	52,145	150,613	37,653	23,382	14,461	37,843	9,461
November	4	95,276	50,140	145,416	36,354	23,010	14,220	37,230	9,308
December	5	121,053	58,451	179,504	35,900	25,581	15,308	40,889	8,178
1972 January	4	92,654	47,901	140,555	35,139	21,543	9,339	30,882	7,721
February	4	83,678	47,851	131,529	32,882	17,052	8,324	25,376	6,344
March	5	136,067	72,052	208,119	41,624	25,198	13,814	39,012	7,802
April	4	92,248	52,839	145,087	36,272	20,258	11,469	31,727	7,932
May	4	116,373	55,935	172,308	43,077	24,726	13,843	38,569	9,642
June	5	137,851	58,820	196,671	39,334	26,930	14,261	41,191	8,238
July	4	70,488	31,412	101,900	25,475	14,628	7,364	21,992	5,498
August	4	85,880	32,751	118,631	29,658	15,019	6,873	21,892	5,473
September	5	121,018	54,829	175,847	35,169	23,467	12,924	36,391	7,278
October	4	117,734	50,786	168,520	42,130	25,646	11,460	37,106	9,276
November	4								
December	5								

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period (2 per cent higher for the home market and 4 per cent higher for export).

Commercial vehicles

During the four weeks of October, the average weekly recorded rate of production of commercial vehicles was 9,300, the second-highest rate of the year to date, but 2 per cent below that for October 1971. Production for the home market was 10 per cent higher than a year ago, but output for export was 21 per cent lower, reflecting the lack of demand associated with restrained levels of investment in many of our overseas markets.

In the ten months ending October, the average weekly rate of production was 7,500, ie 14 per cent lower than in the corresponding period of 1971. Production for the home market was 2 per cent down on 1971, and production for export was 31 per cent lower.

Seasonally adjusted, the output of commercial vehicles in October shows a marked rise on the previous month's production. Over the three months August to October, seasonally adjusted output was 2 per cent below the earlier three-month period (1 per cent lower for production for the home market, 4 per cent lower for export).

TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

MONTHLY AVERAGES — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1966	82	52	134	21.7	14.8	36.6
1967	82	47	129	20.5	11.6	32.1
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972						
1971 1st quarter	70	62	132	19.0	14.7	33.7
2nd quarter	80	63	143	24.0	17.2	41.2
3rd quarter	87	58	145	22.7	16.5	39.2
4th quarter	104	56	160	23.7	14.3	38.0
1972 1st quarter	95	50	145	19.7	9.5	29.2
2nd quarter	106	51	157	22.2	12.4	34.6
3rd quarter	111	48	159	21.4	11.0	32.4
4th quarter						
1971 July	80	51	131	24.1	16.2	40.3
August	92	66	158	22.4	18.1	40.5
September	91	57	148	21.5	15.3	36.8
October	99	57	156	23.6	14.8	38.4
November	100	53	153	23.5	13.9	37.4
December	115	57	172	24.1	14.1	38.2
1972 January	91	50	141	20.9	9.4	30.3
February	83	44	127	17.2	7.9	25.1
March	111	56	167	21.1	11.2	32.3
April	95	51	146	20.8	11.8	32.6
May	112	53	165	24.0	13.4	37.4
June	112	47	159	21.7	11.8	33.5
July	110	47	157	22.5	10.4	32.9
August	114	44	158	21.3	10.3	31.6
September	110	53	163	20.4	12.2	32.6
October	119	55	174	26.0	11.9	37.9
November						
December						
Average of:						
May-July	111	49	160	22.8	11.9	34.7
Aug.-Oct. 1972	114	51	165	22.6	11.5	34.1
Percentage change	+2	+4	+3	−1	−4	−2

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Production in the cotton industry

THE volume of production in the cotton industry (including processing of man-made continuous filament yarns and finishing) in September 1972 was 6 per cent more than in September 1971.

Statistics issued by the Textile Statistics Bureau show that in the period January-September 1972 the amount of cloth woven was 6 per cent less than in the corresponding period of last year. Production of single yarn fell by 10 per cent and doubled yarn by 15 per cent.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1971	293.2	183.6	187.3		213.0	611.4	524.7
1971 July	4.8	2.9	3.4		3.3	7.3	7.4
August	5.6	3.7	3.5		3.6	12.0	10.2
September*	4.8	3.2	2.9		3.8	10.8	9.1
October	6.0	4.0	3.8		4.6	12.7	11.2
November	5.9	3.8	3.7		4.7	12.6	11.3
December*	4.5	2.9	2.9		3.9	10.6	9.3
1972 January	5.7	3.6	3.5		**	11.6	10.9
February	4.1	2.4	2.7		**	9.3	8.7
March*	5.1	3.6	3.2		**	11.1	10.2
April	5.4	3.8	3.3		**	11.8	10.6
May	5.7	4.0	3.6		**	12.2	11.1
June*	4.4	3.2	2.8		**	11.6	9.7
July	4.7	3.1	2.8		**	6.9	7.2
August*	5.4	3.8	3.2		**	11.3	9.8
September	4.5	3.0	2.9		**	9.8	9.2

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. ** Not available.

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Output in the wool textile industry

THE volume of production in the wool textile industry in September 1972 was 11 per cent more than in September 1971.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-September 1972 deliveries of woven fabrics (excluding blankets) were 4 per cent less than in the corresponding period of 1971; deliveries of worsted yarn (excluding semi-worsted yarns) were 8 per cent more. Production of wool and hair tops was 13 per cent more and that of man-made fibre tops 32 per cent more.

OUTPUT IN THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
3rd quarter	30.4	15.0	8.4	27.2	21.6	29.3	22.5	8.1
4th quarter	36.0	16.5	11.2	33.2	23.9	29.6	25.9	9.5
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	27.0	24.8	7.8
2nd quarter	39.3	19.5	11.8	33.8	26.6	30.7	24.7	6.8
3rd quarter	36.0	18.1	10.8	29.8	23.5	29.9	23.4	8.5
1971 July	10.2	5.4	3.0	8.5	7.1	9.9	7.5	2.5
August	8.9	4.1	2.3	8.4	6.3	9.4	6.5	3.0
September	11.3	5.5	3.1	10.3	8.2	10.1	8.5	2.6
October	11.8	5.2	3.0	10.9	8.0	9.9	8.3	3.2
November	12.2	5.6	4.3	11.2	8.6	10.2	9.1	3.2
December	12.0	5.7	3.9	11.2	7.4	9.4	8.5	3.1
1972 January	12.2	6.1	4.2	10.4	8.1	9.0	8.5	3.0
February	10.8	5.5	2.9	9.2	7.2	7.9	7.4	2.8
March	14.2	7.1	3.9	12.7	8.9	10.1	8.9	2.9
April	11.8	6.1	3.6	10.0	8.0	8.7	7.6	2.3
May	13.8	6.6	4.3	12.0	9.6	11.2	8.6	2.1
June	13.7	6.8	3.9	11.7	9.0	10.8	8.5	2.4
July	11.4	6.6	4.0	8.1	6.9	9.0	7.6	2.2
August	11.1	4.6	3.2	10.7	8.5	10.8	7.4	3.1
September	13.5	6.9	3.6	10.9	8.1	10.1	8.4	3.2

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In September deliveries of semi-worsted yarn were 0.8 million kilos.

EXPORTS OF WOOL TEXTILE PRODUCTS

	Total	Wool tops		Yarns		Woven fabrics (‡)		Other wool textile products†
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yd.	£m.
1963	130.87	42.82	96.01	21.27	33.87	63.77	89.26	3.00
1964	131.82	38.39	75.15	22.09	32.12	67.23	89.42	4.11
1965	122.07	28.98	64.00	20.51	30.20	68.00	88.78	4.59
1966	116.29	28.68	62.66	20.06	29.50	63.86	81.18	3.69
1967	103.79	22.54	51.41	18.04	27.70	59.84	75.64	3.37
1968	114.80	23.94	56.08	20.44	31.62	66.14	83.03	4.28
1969	125.41	26.55	57.35	23.32	35.45	71.08	83.07	4.45
1970	117.25	20.38	46.47	23.37	34.94	70.00	74.76	3.50
1971	106.82	16.28	41.13	23.28	35.00	62.57	64.94	4.70
1970 1st quarter	28.94	5.49	12.45	6.01	8.93	16.59	18.78	0.85
2nd quarter	30.81	5.73	12.83	6.35	9.61	17.94	18.96	0.79
3rd quarter	28.84	5.33	11.90	5.26	7.80	17.46	18.42	0.80
4th quarter	28.66	3.82	9.30	5.75	8.61	18.03	18.59	1.06
1971 1st quarter	23.30	4.04	9.71	5.21	7.71	13.18	13.87	0.87
2nd quarter	29.43	4.32	10.69	6.44	10.17	17.42	17.15	1.25
3rd quarter	26.21	4.12	10.46	5.37	7.81	15.45	16.86	1.27
4th quarter	27.89	3.80	10.28	6.26	9.31	16.52	17.06	1.31
1972 1st quarter	24.72	4.00	10.38	6.06	9.31	13.66	14.52	1.00
2nd quarter	31.35	5.24	12.88	7.61	11.65	17.27	17.23	1.23
3rd quarter	26.41	3.96	8.88	5.81	8.35	15.53	15.87	1.12

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

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Leather goods for second quarter.

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

'Economic Progress Report' for December

THE main articles in the December issue of *Economic Progress Report*, now published, are as follows: **Controlling inflation**—the text of the White Paper published on November 6, describing the first stage in a programme for controlling inflation; **The growth of 'Invisible' earnings**—the second of two articles describing the part played by the various type of transactions included among invisibles in the growth of the total surplus over the last few years; **Monthly economic assessment**—see also page 383 of *Trade and Industry*, November 23; **Economic indicators.**

Foreign visitor arrivals in September

ABOUT 532,000 foreign visitors (excluding Commonwealth citizens and visitors from the Irish Republic) arrived in the United Kingdom in September, according to a joint statement by the Department of Trade and Industry and the British Tourist Authority, about 11 per cent more than in September 1971.

The increase in September was widespread with the largest increase from Western Europe.

The total for the nine months at 4,389,000 was 6 per cent higher than in the same period in 1971.

A British Tourist Authority spokesman says that these figures support the Authority's forecast that there would be a good increase in traffic during the autumn months.

Notes

The figures in the Table are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than US citizens) arriving from the Irish Republic.

Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. For example, the increase in numbers in April 1971 compared with the year earlier was partly due to Easter having been later that year than 1970. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of varying dates of Easter on the number of Western Europe visitors.

TABLE 1. NUMBER OF FOREIGN VISITORS

Thousands per month

	Total		Western Europe		United States		Other foreign countries	
1964	160		95		49		16	
1965	180		108		56		17	
1966	207		123		63		21	
1967	227		134		70		23	
1968	259		157		73		29	
1969	320		190		95		35	
1970	378		221		117		41	
1971	416		241		129		46	
1970	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
July	822	351	500	200	251	113	71	38
August	681	383	373	220	239	123	69	40
September	447	391	222	226	165	122	60	43
October	315	398	178	240	96	117	42	42
November	213	395	128	233	59	122	26	41
December	235	401	147	234	57	121	30	46
1971								
January	176	410	103	233	46	126	27	51
February	182	422	119	253	40	122	23	47
March	248	389	160	230	60	116	27	43
April	411	432	278	263	97	125	36	44
May	459	413	266	242	146	126	47	45
June	571	405	304	243	212	118	55	44
July	908	385	560	220	265	120	83	45
August	690	382	373	216	239	120	78	46
September	479	405	229	226	184	133	65	46
October	371	448	198	252	125	149	48	47
November	242	442	145	253	69	144	28	45
December	256	460	158	260	65	150	33	50
1972								
January	209	482	122	274	56	154	31	54
February	190	459	119	259	46	145	25	55
March	391	517	273	293	84	168	34	56
April	406	495	252	292	114	152	41	51
May	500	450	285	261	166	144	49	45
June	581	413	307	248	213	118	61	47
July	897	398	569	240	242	112	86	46
August	682	384	383	225	213	108	86	51
September	532	459	260	260	200	147	72	52

Source: Home Office.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 24, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Neither the Sea Nor the Sand	BR/E 36478/26/11/77	94	November 20	LMG Film Distributors Ltd.	LMG Film Productions Ltd.
Death Line	BR/E 36481/26/11/77	87	November 22	Rank Film Distributors Ltd.	KL Productions Ltd.
Night Hair Child	BR/E 36482/26/11/77	96	November 22	Rank Film Distributors Ltd.	Leander Films Ltd.
Out of the Wilderness	BR/E 36486/26/11/77	28	November 22	MGM-EMI Distributors Ltd.	RM EMI Visual Programmes Ltd.
I Had a Hippopotamus	BR/E 36487/26/11/77	5	November 22	MGM-EMI Distributors Ltd.	Dennis Hunt
Movietone News 2268	BR/E 36235/26/11/77	8	November 24	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2268A	BR/E 36236/26/11/77	8	November 24	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Erotic Love Games	F 36479	85	November 20	English Film Company Ltd.	Pierson Productions, Paris
Hot Bed of Sex	F 36480	90	November 20	English Film Company Ltd.	West Film, Rome
Ben	F 36483	94	November 22	Cinerama Releasing (UK) Ltd.	Bing Crosby Productions Inc.
Sex in the Office	F 36484	81	November 22	Tigon Pictures Ltd.	Rapid Film, Munich
Kansas City Bomber	F 36485	99	November 22	MGM-EMI Distributors Ltd.	Raquel Welch Inc., Le Garla Inc. and Artists Entertainment Complex Inc.

Correction to the Register:
The registration number of the film 'Aftermath' registered on November 7, 1972, has been corrected to BR/E 36460/12/11/77.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	Sept 21 1972
Balance of payments:	
quarterly figures (Q)	Sept 21 1972
trends in invisible transactions (Q)	Sept 28 1972
Bankruptcy orders (Q)	Oct 5 1972
Business names and limited partnerships (A)	Feb 10 1972
Capital expenditure:	
distributive and service trades (A)	April 28 1971
manufacturing, distributive and service industries (Q)	Oct 5 1972
Catering trades turnover (M)	Nov 16 1972
Chemicals industry activity (Q)	Sept 14 1972
Companies:	
acquisitions and mergers (Q)	Nov 16 1972
new registrations:	
Gt. Britain (M)	Oct 19 1972
N. Ireland (M)	Nov 23 1972
Computers, UK market (Q)	Nov 16 1972
Construction work overseas (A)	Nov 16 1972
ECGD business (Q)	Sept 28 1972
Electronic capital equipment (Q)	Nov 23 1972
Engineering industries, sales and orders (M)	Oct 26 1972
Film industry:	
British Film Fund Agency returns (M)	Nov 16 1972
cinema admissions and takings (M)	Nov 16 1972
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Feb 3 1972
trends in film going (A)	Aug 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	Nov 2 1972
Footwear industry	
production, orders and deliveries (M)	Nov 16 1972
Foreign exchange:	
official reserves	Nov 9 1972
Foreign trade:	
EFTA (Q)	March 23 1972
industrial countries production and trade (Q)	Nov 23 1972
world exports of manufactures (A)	Sept 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Nov 16 1972
Hire-purchase business (M)	Nov 9 1972
Industrial development certificates:	
approvals (Q)	April 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Nov 16 1972
N. Ireland index (M)	Nov 2 1972
Wales index (Q)	Sept 28 1972
Insurance companies, investments and assets (A)	Aug 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept 23 1970
industry's investment intentions (3 times a year)	Oct 19 1972
investment and earnings overseas (A)	March 23 1972
Machine tools, deliveries and orders (Q)	Aug 31 1972
Man-made fibres:	
deliveries (Q)	Nov 16 1972
production (M)	Nov 16 1972
production, quarterly analysis (Q)	Nov 16 1972
Motor industry:	
car and commercial vehicle production (M)	This week
estimated figures	Nov 16 1972
motor trades turnover (M)	Nov 16 1972
Office development permits (Q)	Sept 7 1972
Overseas trade of the UK:	
direct exporters and credit terms (A)	April 13 1972
ECGD business (Q)	Sept 28 1972
unit value and volume index numbers (M)	Nov 16 1972
value (M)	Nov 23 1972
value, analysis of trends (Q)	Sept 7 1972
Pension funds, investments and assets (A)	Aug 10 1972
Retail prices index (M)	Nov 23 1972
Retail trades:	
sales (M)	Nov 9 1972
sales, N. Ireland (M)	Nov 2 1972
stocks (M)	Nov 16 1972
Royalties, overseas transactions (A)	March 30 1972
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov 2 1972
Steel consumption and stocks (Q)	Nov 16 1972
Stocks:	
distributive and service trades (A)	April 28 1971
manufacturers' and distributors' (Q)	Oct 5 1972
retail (M)	Nov 9 1972
Television, overseas payments and earnings (A)	Aug 5 1971
Textiles:	
activity in the industry (Q)	Oct 26 1972
cotton industry production (M)	This week
hosiery production (M)	Nov 23 1972
made-up clothing, orders and deliveries (M)	Nov 2 1972
orders and deliveries (M)	Nov 2 1972
wholesale houses' sales (M)	Nov 23 1972
wool exports (Q)	Sept 7 1972
wool output (M)	This week
Tourism:	
international (A)	Oct 28 1971
UK tourist traffic (M)	This week
Wholesale prices:	
average prices of selected commodities (A)	March 9 1972
index numbers (M)	Nov 23 1972

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Oct 5 1972
Business Monitor titles	Sept 21 1972
Customs notices of interest to exporters	This week
ECGD local offices	This week
Guide to DTI	Aug 31 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Oct 19 1972
Release dates of economic statistics	Nov 23 1972

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GOVERNMENT SALES

MINISTRY OF DEFENCE

December 7, 1972 Miscellaneous Stores

Location: Golden Lion Hotel, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW. (Tel: 041-554 2447)

Textiles; footwear; greatcoats; Canvas sheeting and tentage; blankets; pillow slips; towels; jerseys; Arctic and foulweather coats and trousers; shorts; string vests; blue serge trousers and blouses; white paper collars; leather knee boots; industrial, electrical and electronic plant and equipment; ferrous and non-ferrous metal and scrap; MT tyres and spares; plant and equipment; paints and oils; stacking chairs; photographic materials; batteries; wireless equipment; ball and roller bearings; outboard motors; welding set; carpets and rugs; fork lift trucks; mobile crane; Land Rover station wagons; electric tractor; Commer van and other miscellaneous stores.

December 13, 1972 Miscellaneous Stores

Location: Ordnance Storage and Disposal Depot, Branston, Burton upon Trent

Auctioneers: Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton upon Trent, Staffs DE14 1 HD. (Tel: 0283 64657)

Machine tools including bench, pillar and horizontal drilling machines; power hacksaws; capstan and centre lathes; hydraulic press 6,000 lb; grinder and sharpening machines; electrical equipment; scrap metal; wooden boxes; aircraft spares; various items of clothing; furniture and kitchen equipment; high pressure steam cleaners; vehicle tyres; black PVC sheets; stirrup pumps; ground sheets; compressors; testing trolleys; quantity of 4.00X8 wheels with tyres; charging and portable generator sets; Ford and Rolls Royce petrol engines; scrap textiles and nylon; de-icing units; canvas covers; PVC waterproof coats, etc.

December 20, 1972 Miscellaneous Stores

Location: The County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate Carlisle CA1 1SE. (Tel: 26292/3/4)

Machine tools including folding, grinding and grading machines; sanders, pneumatic drills, etc.; furniture and kitchen equipment; wooden and metal boxes; a quantity of mini buses; Morris Mini and Minor saloons; ambulance; fork lift trucks; dumpers; sledge hammers, shovels, spades; hand tools; electrical equipment including oscilloscopes, oscillators, capacitors, transformers, connectors, switches, terminals, valves, plugs; instruments including clinometers; calipers; cameras, stop watches, clocks, binoculars, flash guns; clothing including boots, shoes, etc.

January 4, 1973 Miscellaneous Stores

Location: The Memorial Hall (entrance through Central Hall), High Street, Chatham

Auctioneers: Fuller Horsey, Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET. (Tel: 01-248 7954)

Machine tools including grinding, boring, milling and drilling machines; lathes, multi purpose machine, slotting machine, guillotines, hacksawing machines; mobile cranes, tractor, plant pile driver, mobile grader, compressors, generators; fork lift trucks, Ford van; water pumping sets; ball bearings; cable; non-ferrous metal; 5 gall oil drums; MT spares and tyres; large quantity of stirrup pumps; electronic, laboratory and photographic equipment; watches, clocks, and binoculars; clothing including boots, shoes; mixed rags; furniture; kitchen utensils; paint, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sales by Tender Machine Tools

Herbert Vertical 6 Auto; Herbert No. 4 Programauto; Bullard Man-Au-Trol Borer; Graffenstaden Radial Drill; Abwood Electrolytic Surface Grinder; Lodge and Shipley 'T' Lathes; Molins TSM-LA Milling Machine (N-C 0028); Cambridge Electron Beam Welder; plus miscellaneous machine tools. Location: Aston Down, Glos.; Stevenage, Herts.; Waltham Abbey, Essex. Permission to view only on presentation of a tender form available from: Ministry of Defence, Sales Supply 6aiv, Room 419, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m. December 12, 1972.

DEPARTMENT OF TRADE AND INDUSTRY

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Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address, in envelopes clearly marked 'Offer to purchase "W 30" ' and must be received not later than *noon* on December 28, 1972.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

DEPARTMENT OF THE ENVIRONMENT

December 5, 1972

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel. 01-903 2508)

Auctioneers: Messrs Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET. (Tel: 01-248 7954)

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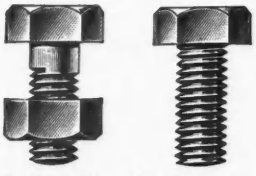

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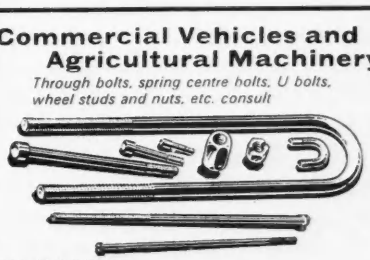

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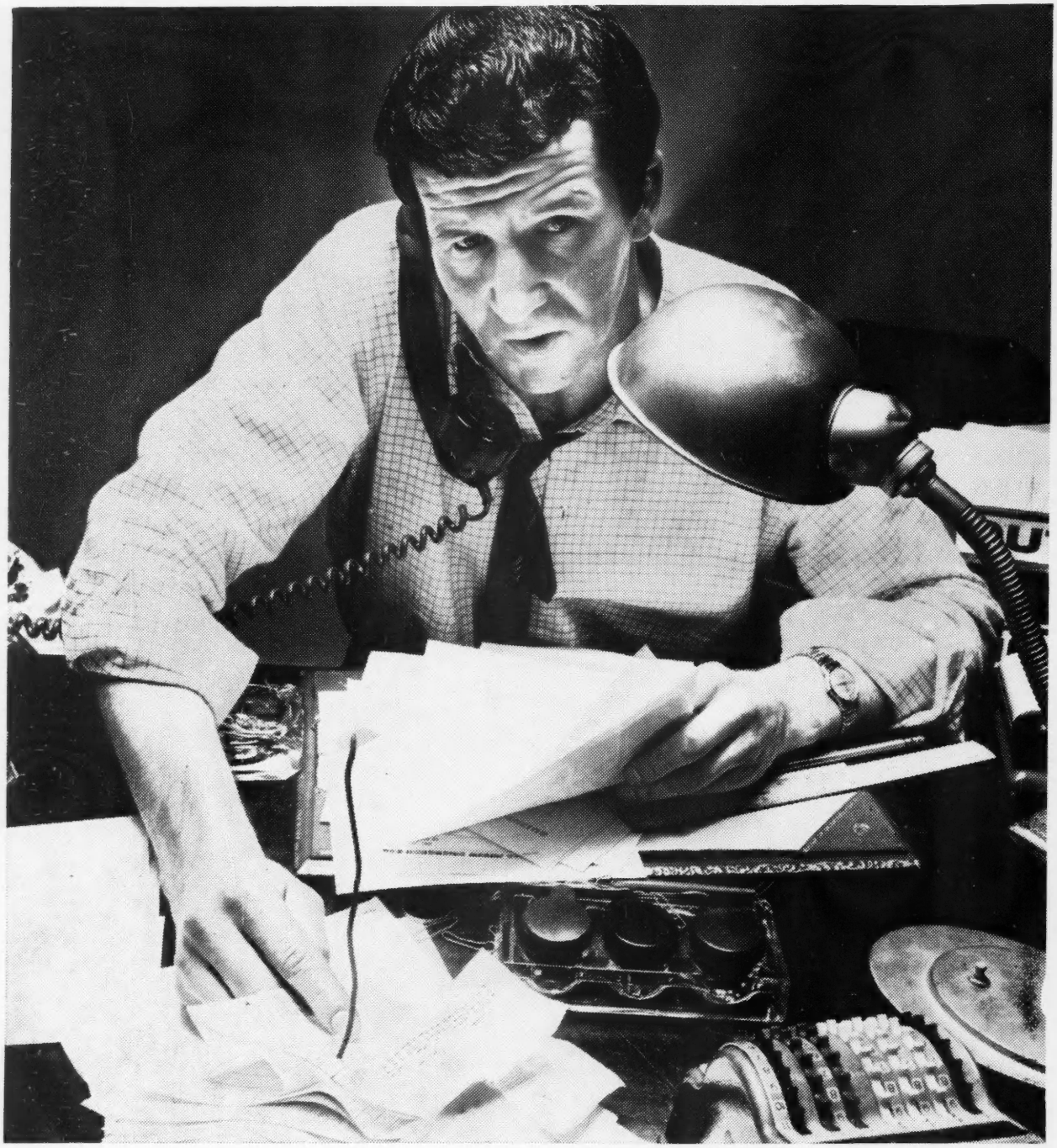

Picture of an exporter getting his knees brown in Nairobi.

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